



# (SENIOR) SALES MANAGER

We are looking for an experienced (Senior) Sales Manager to support our growth in Poland. Getting the most out of our Search Intent Targeting campaigns, you will assume leadership responsibility in driving sales progress, building relationships with complex accounts and delivering on strategic account plans for growth in the EU market. You will be joining our business during a stage of fast growth - with the opportunity to influence our future direction. You will be rewarded with high autonomy and a very competitive package. With six offices across Europe, we provide you an international working environment.

Type: Full-time

Location: Warsaw

- Tasks:
- Identify and manage marketing agreements with media agencies for the key advertising accounts in the Polish market.
  - Understand your customer's marketing and advertising strategies to develop the highest impact plan and determine if Nano's solution would be a good fit.
  - Act as B2B advertising specialist for clients and Nano Interactive.
  - Consult with media agencies on campaign planning and provide feedback of the performance of campaigns (updates and reporting).
  - Communicate and coordinate with international colleagues (DE/UK/FR).
  - Represent Nano at conferences, fairs and networking events in Poland and abroad.

- Requirements:
- 3-5 years of digital advertising media sales experience in the EMEA markets.
  - Strategic thinking: Systematically finding solutions to problems.
  - Communication: "memorable" presentation skills. Strong storytelling ability.
  - Networking: Identifying the right customer stakeholders and establishing a real relationship and a lasting connection.
  - Passion for people and technology.
  - Positive approach, great commitment and team spirit.
  - Proficient in Polish and English, additional languages a plus.

Contact us! [jobs@nanointeractive.com](mailto:jobs@nanointeractive.com)

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 All information provided will be kept strictly confidential.

## ABOUT NANO INTERACTIVE

We are Europe's premier provider for Search Intent Targeting. Our proprietary technology enables advertisers to deliver their online marketing campaigns on the specific search behaviour of individual users. Our dedicated team consists of 60 people based in Starnberg, Hamburg, London, Paris, Belgrade and Warsaw. More information at [www.nanointeractive.com](http://www.nanointeractive.com)

