

For a successful, rapidly growing and profitable global AdTech company with around 900 employees worldwide we are filling a very exciting position on behalf of a client as a:

Head of Enterprise Solutions (m/f/d) in Hamburg

Key responsibilities:

- Taking over strategic and commercial responsibility for enterprise solutions and other strategic initiatives and partnerships.
- Build and develop long-term relationships with decision-makers at existing and potential clients.
- Development and implementation of strategic measures to promote the deployment and use of the solutions among media agencies and direct clients
- Developing product know-how to advise and support customers.
- Proactive and customized support and advice for customers as well as recognition of customer wishes and requirements.

Skills/ Experience:

- More than 5 years experience in B2B sales of complex technology products or in account management in the field of online media or AdTech, preferably with a programmatic focus.
- Demonstrated ability and experience to build and develop long-term, collaborative relationships with stakeholders and to establish complex products with clients through consultation and persuasion.
- Sound technical understanding of complex software or platform products and/or AdTech. Experience with DSP, trading desk or other buying platforms is a plus.
- Excellent ability to manage and coordinate internal and external stakeholders.

Our client offers you:

- A strongly growing, very successful and profitable company.
- Extensive, exceptional benefits and goodies.

Location: Hamburg

If you are interested in this exciting job opportunity, then please forward your application (CV, reference letters) per Email to Mr. Oliver Hohmann. We will treat your application with strict confidentiality.