



Sales Manager Mid-Market DACH (German Speaker)

BARCELONA, SPAIN SALES PERMANENT

Who we are

At Criteo, we connect 1.4 billion active shoppers with the things they need and love. Our mission is to create an open, transparent and fair marketing ecosystem. With more than \$600 billion in annual commerce sales and 600 terabytes of daily shopper data, we deliver performance at scale. And, with over 30 offices across the world, our company DNA is truly international. Do you want to have an impact on more than half of the world's internet users? Join us and be part of something big.

Check out a day in the life at Criteo!

As our sales manager in Barcelona, you'll be vital to the continued expansion of our business around the world, you'll work with a fantastic international team, and you'll be rewarded for excellence.

What you'll do

- Prospect, evaluate, onboard and support mid-size advertisers and advertising agencies
- Pursue both individual and team sales goals
- Share your best practices and benefit from those of your colleagues
- Develop client relationships at all levels, from CMO to Brand Managers
- Work closely with our technical team to launch campaigns
- Closely track industry and product trends to stay at the top of your game
- Analyze data and use it to effectively generate business

- Be inspired by ocean views and 360° panoramas from our offices in the Mapfre Tower
- Apply sunscreen

Imran, Sales Manager Mid-Market UK: *"We really get to know our clients, which allows us to really understand what they are trying to achieve and help get them there"*

Who you are

- Excellent phone based sales experience required and client facing relationship would be appreciated
- Proven sales and client service track record, ideally in a tech-related field
- Comprehensive sales cycle experience from discovery to prospecting to sign-on
- Strong interpersonal, negotiation and persuasive skills across all levels
- Native German and fluent English both spoken and written
- Ability to work and deliver strong results in a dynamic environment
- Passion for new media, internet trends and continual learning
- Strong knowledge of all core MS Office applications
- Must be eligible to work in Spain full-time with no restriction

Louis, Sales Manager Mid-Market DACH : *"Working for Criteo means facing new challenges every day and solve them independently. The fun part of working in Sales at Criteo is the wide spectrum of different tasks and the new perspectives you get on the online market"*

Why you'll love us

- Competitive compensation, because you're the best
- Career advancement and global mobility opportunities
- Medical and dental insurance to maintain your client-facing smile
- Generous vacation policy (although who wants to leave Spain?)
- Game and sports area when you need a break
- Daily lunch vouchers to keep you going


Sonia, Sales Manager Mid-Market France: *“Criteo is a fast growing company in a very dynamic sector which means that we have a lot of training on new products, new features... always something to learn!”*

Join us to contribute to one of the fastest growing, leading edge technologies in online industry. We work hard, play hard and we share the same passion for e-Commerce, Advertising and Technology. We value team work, openness, technical innovation, and results-orientated thinking.

At Criteo, we dare to be different. We believe that diversity fuels innovation and creates an energy that can be seen and felt all over Criteo. We champion different perspectives and are committed to creating a workplace where all Criteos are heard and feel a sense of belonging.

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