



By selecting Klopotek, publishers get what they need for completing essential tasks: innovative, interactive apps & a direct connection to people who support them with inspiring ideas

Klopotek is the leading global provider of publishing software with many years of experience in delivering state-of-the-art solutions to our continuously growing customer base. Many of the world's biggest publishing groups are Klopotek customers, as they know that they can rely on our powerful and flexible software to master current and future challenges. We can only meet their expectations with smart, creative & highly motivated people in our teams. At our office in Berlin (D), Gioia del Colle (I), Hilversum (NL), or Parsippany (NJ, USA) - working remotely is also an option, after having been trained - we currently have a vacancy for the position of an

Email Marketing Manager (BDR)

As a Business Development Representative with a focus on prospect and lead generation by employing sophisticated email marketing activities, you will play an important role in strengthening our Sales department and thus in supporting & shaping our company's strategy for further growth.

Your tasks

- Take responsibility for the D-A-CH region for managing inbound leads & outbound prospects; provide support in this field to our Sales colleagues in BeNeLux and the US.
- Establish & maintain accounts and contacts lists using tools such as LinkedIn, Salesforce etc.
- Run strategic multi-channel outreach campaigns via email, and LinkedIn to nurture; schedule demos with new prospects.
- Utilize specific content for targeted lead generation campaigns (ABM).
- Evaluate different methods for prospect generation based on top-funnel conversion rates.
- Make continuous improvements to your outreach campaigns based on data analysis.
- Accept full ownership of all lead generation activities and of KPI reporting.
- Facilitate the handover of SQLs to our Account executives.

Your profile

- 3+ years of work experience in high-growth sales environments.
- Fluency in German (native speaker would be ideal) and English (on a professional business level), both written and spoken.
- Excellent writing skills are crucial for sending concise, well-crafted messages.
- Experience with sales tools including CRM, sales engagement tools, SalesNavigator, and more.
- A proven track record of having executed high-quality outbound campaigns and having managed inbound leads.

Your benefits of working with us

- You will join a highly motivated international sales team and publishing professionals who are passionate about their work; become part of flat hierarchies and benefit from a good atmosphere with a high level of collegiality.
- Enjoy the flexibility of your personal work schedule (flexitime; hybrid model: at the office / remotely)
- Work with state-of-the-art technologies, tools, and working principles, including agile development, which will enhance your productivity and efficiency
- We value your career development and offer opportunities for new roles & challenges in our organization
- As the first member of our international Business Development team, you will have the opportunity to bring in your experience, creativity, and shape future processes
- We support your professional development by creating new perspectives with you and provide training tailored to your individual needs
- Benefits/contribution to commuting costs / pension scheme

Klopotek was acquired by Valsoft last year and now operates as part of the Aspire Software portfolio. As part of Aspire Software, Klopotek benefits from a powerful ecosystem providing continuous innovative services and solutions to all subsidiaries for further growth. Working with us means that you will be part of an international team that values self-motivation, independent and autonomous working practices, and flat hierarchies.

Join us and shape the future of our company, of Aspire, and of the publishing world!

We look forward to receiving your application!

Please send your CV and covering letter to: recruiting@klopotek.com

and don't forget to include your salary requirements

and some information on your availability.

Klopotek & Partner GmbH

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