



Sales/Marketing Manager

Full-time - Based in Cologne, Germany

About the Company

Founded in 2010 with the goal of organizing the tech & startup event PIRATE Summit, PIRATEX has today grown into a well known brand in the startup ecosystem. We are recognized in the industry for creating some of the most unconventional and authentic tech & startup events across various industries. With our brands PIRATE Summit, OMClub, EXEC (Fintech & Insurtech) & Startup SAFARI, we annually gather more than 15,000 participants, create platforms for meaningful connections and celebrate entrepreneurship. The team consists of 15+ skilled, highly motivated and down to earth crew members.

We are now looking for a dynamic, driven and enthusiastic Sales/Marketing Manager, who expands our national and international B2B activities. Located at STARTPLATZ Co-Working Space, we offer a flexible and professional work environment. Chances for awesome connections to other like-minded people and young companies, access to great events and excellent free coffee are only a few of the benefits.

About the Job

As a Sales/Marketing Manager, you will be responsible for:

- Creating and managing the sales pipeline mainly focusing on partner companies for the PIRATEX Event Portfolio
- Developing and maintaining a strong sales network
- Acquiring new international partners by implementing your own strategies
- Building positive and lasting relationships between PIRATEX and its clients
- Defining and managing a marketing strategy to promote the OMClub in the digital community
- Managing the full sales cycle for OMClub

Hard Facts

- Full-time position
- Fair and competitive monthly salary
- Trust based vacation policy
- Flexible working hours
- Managing by objective and key Results
- Starting immediately

How to apply

Email your CV to linda@pirate.global

No motivational letter needed. A quick introduction to who you are and what you've done before is appreciated in email format.

What you should bring

Important skills for the job:

- Direct sales experience
- Experience in Marketing
- English and German negotiation skills
- High customer focus
- Open mindset and empathy
- Efficient & structured working mode
- Comfortable in MS Excel/Google Sheets/MS Powerpoint/Google Slides
- Eagerness to learn new skills and work with new software

Helpful skills for the job:

- Basic knowledge of Hubspot Sales
- Experience regarding market analysis
- Experience in product development
- Experience in performance marketing