

+5 years experience, HR background  
Location: Germany / Home Office  
EUR 80k all-in + progressive cap-free bonus



## Key Account Manager with HR Background (m/f)

**WHO WE ARE:** LEADBACKER is a cloud-based software that enables managers on all levels to run structured, digital dialogues with their stakeholders. Our likeminded professional demonstrate accountability for their work, follow-through also in difficult situations, appreciation for each other and curiosity to grow as a team and as an individual.

**WHERE WE WANT TO BE:** LEADBACKER enables leaders on all levels to become the best version of themselves. Within three years, the firm will have leading clients in all major European markets and it will drive client development with our strategic partners globally.



### What we are looking for

- Consultative, value-based sales approach for our SaaS product together with BDR
- Leveraging new product releases in the market as a basis for Hunting & Farming
- Building sustainable Partnerships with new and existing Customers
- Optimization of Usage, Penetration and Acceptance Rates of existing Clients (horizontal & vertical roll-out)
- Updating Content and Target Group Data with our CRM Application for Campaigns (Pipedrive)
- Planning and Monitoring of related targets, budgets & timelines to achieve the development goals of the team
- Independent, solution-oriented workstyle
- Hands-on approach & team spirit



### What we offer

- Job design follows your talent, your passion & the trends on the market
- Grow in/with a successful start-up
- Self-determined vacation as part of the salary package negotiable (min. 6 weeks)
- Flexible and mobile working environment
- Continuous knowledge and feedback exchange (Working Out Loud)
- Open Feedback, Learning and dialogue culture as our unique DNA
- Perspective for Country Manager based on annual Performance Ratios
- Capacity: fulltime
- Location: Germany / Home office
- Performance-related salary of 80k EUR all-in with a cap-free, progressive bonus system

Become a LEADBACKER! Send us your application pitch to [JoinUs@leadbacker.at](mailto:JoinUs@leadbacker.at)!