



# Talent wanted.



DIMOCO, founded in 2000, is a regulated payment company and holds a payment service license from the Austrian Financial Market Authority (FMA).

DIMOCO Payments GmbH enables merchants to accept payment for digital and non-digital goods by providing a robust and flexible APIs, connecting consumers to payment methods in the European Economic Area (EEA) and worldwide.

One single DIMOCO contract now connects merchants to over 100 payment methods, including credit cards and carrier billing, for advanced eCommerce and mCommerce.

In our international team from 20+ nations, you can expect plenty of room for your personal touch and personal responsibility. Flexible working hours and home office options support your work-life balance.

If you see yourself as an important part of a motivated team in a modern environment, then you are right with us!

To strengthen our dynamic and growing team, we are looking for a

## Senior Sales Manager (f/m/d)

### Gambling/Sports Betting

#### Your mission

You don't feel like standing still? Then DIMOCO is definitely the right place for you!

We are seeking an experienced Sales Manager to drive our sales efforts in the vertical Gambling for the Carrier Billing department. Reporting directly to the SVP Sales, you will be co-responsible for establishing the sales processes, creating and implementing sales strategies and driving revenue growth.

Sounds exciting? Keep reading 📌

#### What you'll do

- Develop and implement sales strategies to achieve revenue goals and meet or exceed sales targets
- Represent the company at industry events, conferences and trade shows to promote DIMOCO's products and services
- Develop and manage the sales pipeline and forecasting processes
- Collaborate with marketing and product teams to ensure sales efforts are aligned with overall company goals and objectives
- Monitor market trends and competitive landscape to identify opportunities and threats
- Develop and maintain relationships with key customers, partners and stakeholders

- Provide regular sales reports and analyses to the executive team
- Develop and maintain accurate sales forecasts and budgets
- Identify and pursue new business opportunities and revenue streams

### Your profile

- At least five years of sales experience, preferably in the Fintech and/or Gambling industry
- Proven track record of exceeding sales targets and driving revenue growth
- Strong interpersonal, communication and presentation skills
- Excellent analytical and problem-solving skills
- Experience in developing sales strategies
- Ability to build and maintain relationships with key customers, partners and stakeholders
- Willingness to travel as needed to meet with customers and attend industry events
- Experience with CRM software is preferred
- Excellent English skills, German is a plus

### DIMOCO's promise

- A position with great responsibility which is diverse and exciting
- Amazing benefits like a day off on your birthday, enabling you to celebrate this special day with your family and friends 🏠
- Interesting and international working environment in the growing and forward-looking payment industry, characterized by a dynamic and open working atmosphere
- We support you: You will receive comprehensive training on our products and systems
- Team spirit, passion, creativity and flat hierarchies characterize our company
- Flexible working hours and home office options
- Modern office in Vienna's 6th district and at Campus 21 in Brunn am Gebirge (with a free shuttle bus to and from Vienna)
- Regular DIMOCO team events
- Of course, you will receive a competitive remuneration package, which we will be happy to discuss with you personally. For legal reasons we have to indicate the gross annual salary which starts at € 45.000,00. We are of course ready and willing to offer you more than the starting figure, depending on your professional experience and qualifications.

**Up for the challenge? Let's get in touch** 📌

We look forward to receiving your online application: [dimoco.com/career/seniorsalesmanager/](https://dimoco.com/career/seniorsalesmanager/)

### DIMOCO Payments GmbH

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*Please note we will not accept any candidate profiles sent unrequested and unsolicited by recruiting agencies. We collaborate with preferred providers based on framework agreements and will not pay any fees to recruiting agencies without an agreement. Should we receive a candidate profile from a recruiting agency with which there is no framework agreement, and should the respective candidate be considered or hired, this will not entitle the recruiting agency to claim payment or fees.*