

Account Manager & Business Development (m/w/d)

MAGROUND - Behind your Product

We are the world's leading photo stock agency for landscape, city and street photography, 360°-photos, -HDRi and -environments.

Over 400 professional photographers produce exclusively for MAGROUND. Today, clients from all over the world are personally served by us from offices in Hamburg, Los Angeles and Beijing and by partner companies in Korea and Japan.

For over 500 customers worldwide, we provide background images for vehicles of every category and price range: from forklifts to Formula E runabouts, from Lada to Lamborghini. With our 360° image solutions, key visuals and campaign images can be created in the shortest possible time without leaving the office. The results are similar to a complex on-location photo production.

But not only car customers have discovered the advantages of background images. More and more customers from the travel, finance or fashion sectors are looking for economical and climate-neutral production solutions for cost and/or environmental reasons. Not least due to the severely restricted travel options due to the COVID 19 pandemic.

Our customers include Audi, Axa, BMW, Daimler, Deichmann, EnBW, Ferrari, Ford, Kia, MAN, Omega, Opel, Porsche, Telekom, Toyota, Vodafone, VW, Zalando and many more.

We are looking as soon as possible for an:

Account & Business Development Manager (m/w/d)

As an Account & Business Development Manager at MAGROUND, you are the central contact person for our customers and potential new customers. You are competent in direct communication both on the phone and video call, via email as well as the social media platforms and anticipate customer needs in different markets and industries. You keep track of a large number of different customers and contacts and you can adequately advise your contacts according to the requirements and circumstances.

Your Tasks

- Support and advise customers and potential new customers in day-to-day business on the phone, via video call, online chat and email. From the inquiry, offer preparation and negotiation to the conclusion.
- Independent budget negotiation with customers
- Communicate our products and services to customers and potential new customers and explain their benefits. Show clients how to produce visual content in a timely, quick and cost effective manner.
- Identify and/or research new customers and convert them to customers
- Identify customer needs and develop and negotiate individualized solutions
- Develop and implement strategies to acquire new customers and increase sales to existing customers
- Reactivate inactive customers
- Document and maintain project and customer information from daily business in the CRM system

Your Qualifications

- You are an open and communicative person
- You have a university degree, preferably with a focus on business administration, marketing or similar, and/or you have completed a commercial apprenticeship
- You have at least three years of professional experience and are familiar with the processes in advertising agencies and/or marketing departments of big companies
- You have a quick grasp and very good skills in Excel and Google Suite and have already gained experience with CRM tools, ideally with Salesforce
- You have a presence and are adept at using communication platforms such as LinkedIn or Xing
- You have a self-confident, confident and trust-building appearance

- Your strong communication skills, your ability to work in a team as well as your organizational talent help you to work independently and result-oriented
- You are interested in photography, design and digital and have a flair for aesthetics and brands
- You are highly motivated and have a very good command of written and spoken German and English.

We offer

- A challenging and exciting job as well as opportunities for involvement and development
- Cooperation with renowned international brand and agency clients worldwide
- Turnover commission without cap
- An attractive and flexible workplace in the heart of Eimsbüttel and/or home office
- 30 days annual leave
- Use of public transportation

Please send your complete application documents including salary expectations and earliest possible starting date as a PDF file to [**jobs@maground.com**](mailto:jobs@maground.com)