

Fulltime: Acquisition & Talent Manager

- Location: Berlin Kreuzberg
- Start: Directly
- Salary: negotiable

Who we are looking for:

You know the influencer brand space and love to excite people of new concepts. You are responsive and structured in your work habit, but creative and lively in your communication. Your sales pitch is strong, because you believe in it. In collaboration with the product and marketing team you will seek for new partnerships with influencer brands and creative leaders around the globe. Reading this, you already have a Top10-list of fashion influencers in mind and you are not only keen to get them on board right away but also know the sales tools that will support you on this way.

Requirements:

- 1-2 years experience in sales, acquisition or ideally working with influencer brands
- Passion to work in fashion, jewellery and design
- Basic organizational and controlling skills
- Confident in handling of typical sales tools (e.g. Talkdesk, Pipedrive, Yesware, Autopilot...)
- Fluent in English (English only speakers welcome)

What you will do here:

You are part of the product team and directly work together with our Head of Acquisition. You will acquire new influencer brands and fashion designers from Europe and the US and enable them to launch their first jewellery line globally. To achieve this, you build a well converting sales cycle and implement sales and accounting tools that support this. You manage the sales and aftersales process and take care about our partner portfolio concerning accounting and reporting. You analyze their performance at Stilnest and initiate design updates and marketing actions with the help of marketing and product design at the right time.



We make design happen.

About Stilnest:

We make design happen. We work at the intersection of fashion, design and high-tech. We help talented designers and fashion icons from around the world to produce their own design objects using our expertise and the power of 3D-printing. Each week, we offer our customers fresh designs and tell inspiring stories behind every piece. At Stilnest creatives, visionaries, entrepreneurs, culture hackers and aesthetes come together to use the power of 3D-printing to create the most exceptional products we can.

To apply with CV and work sample, please mail:

Jotta Vassiliadou, Head of HR, jotta@stilnest.com,