

OMQ develops successful AI-based systems for customer support. OMQ is a thought leader, a doer, and is looking for you!

As soon as possible we are looking for a:

Marketing- /Partnermanager (m/f/d)

in Berlin

OMQ is a pioneer of artificial intelligence in customer service. With our products we revolutionize the way businesses communicate with their customers. Every day we want to understand a little more of what makes excellent customer communication. We work closely with international companies to answer their service requests with our SaaS software.

OMQ products integrate with ticket, help desk, chat, messenger, shop, CMS and ERP systems. Through active partner management, we want to win new customers and create greater visibility for OMQ. Here we work together with software companies, marketplaces, and agencies. Together with our partners, we create webinars, videos, events, texts, and case studies.

Your Duties

- You develop strategies for the expansion of our partner network and then create suitable partner profiles.
- You evaluate opportunities according to suitable economic and strategic criteria.
- You look for partners, find suitable contact persons and contact them.
- You present our software and inspire the partners for our products.
- You elaborate particular benefits for our partners and communicate them in a comprehensible manner.
- You coordinate integrations into the software of our partners. In the process, you act as an interface between IT and Sales, and between us and the partner company.
- You inform, advise and accompany agency partners in customer acquisition and integration of our products.
- You develop, plan and conduct joint marketing activities with our partners.
- You create content in the form of articles, webinars, videos, newsletters, and case studies that communicate the benefits of our partnership.
- You stay in constant contact with our partners and nurture relationships so that we and our partners get the most out of the collaboration
- You communicate with (potential) partners via e-mail, telephone, on-site or at events.

Your Profile

- You have 3+ years of professional experience as a marketing, partner, sales or key account manager
- You have an interest in and understanding of technical solutions and new market trends.
- You are communicative, open, interested and like to interact with people.
- You communicate willingly and confidently with potential partners in German and English.
- You have a strong understanding of business, quickly recognize potentials and work toward results in a goal-oriented manner.
- You take responsibility and drive projects independently.
- You have a proactive, organized and careful way of working.
- You are creative, independent and you enjoy teamwork.
- Ideally, you already have a large network in the area of software for complementary solutions.

What we offer

We are a motivated international team consisting of computer scientists, linguists, and marketing and customer managers. OMQ is as agile as a startup and as reliable as a mid-market company. We have open and transparent communication, promote autonomous responsibility, and have a hands-on mentality. We are independent, profitable and, together with new team members, we now want to develop international markets in order to reach the next stage of our corporate development.

Our airy, historical office building is conveniently located in the heart of Berlin. We offer flexible working hours, opportunities for home office days, regular team events and a pleasant informal working environment.

Your Application

We look forward to you becoming a part of our team. Please send your application (including cover letter and CV) to jobs@omq.de. Contact person is Frank Lopez.

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