

Dialogue Social Enterprise GmbH (DSE) is a globally operating, leading social enterprise. It develops and promotes experience-based exhibitions and workshops that address and overcome biases and stereotypes and foster understanding, diversity and inclusion. Since 32 years these exhibitions, **DIALOG IN THE DARK®**, **DIALOGUE IN SILENCE®**, **DIALOGUE WITH TIME®**, have contributed since 32 years to the inclusion of people with disabilities and elderly. Already over 8 million have visited a Dialogue exhibition or participated in a Dialogue workshop, reflected on their views towards minorities and shifted their mind and behaviour accordingly. Over 8'000 professional opportunities for people with disabilities as guides, moderators or experts on their own cause have been created as a result.

Inspired by the challenges of a post-Covid world we have translated our proven Dialogue-approach into an offering of online-workshops to motivate and enable inclusion. This is an answer to the growing demand among companies for professional development solutions around the topic of Diversity and Inclusion, that can be accessed online. Our new online offerings have already been successfully piloted with national and international companies from different industries and thereby proven their market's interest and need.

Für the successful positioning, marketing and sale of our online workshops we are now looking for a

Business Development- and Sales Manager Online (m/f/d, 70-100%)

Responsibilities

- As Business Development- and Sales Manager Online you are responsible for the marketing and sales of our online products and services and the connected business targets.
- You reach out to potential customers, individually or through campaigns and strategic partnerships, provide customized offers, lead negotiations and bring them to a successful close.
- Together with our online-team you ensure a rewarding customer experience, become our customers's trusted go-to-person and establish an active, long-term customer relationship.
- You identify the needs of the target group and define a segment-specific sales strategy and approach.
- For successful business development, you also have a good sense for forming strategic partnerships and contribute to increasing sales. Together with the team, you improve the strategic alignment of our offerings on the market - with a special focus on the new online formats.

Qualifications

- Experience in sales and distribution / gladly also as a career changer
- Sales experience in the areas of professional education and development, HR-solutions, workshops and seminars or other relevant industries
- Negotiation skills, strong communication skills and closing orientation
- Fluency in German and also English, both written and spoken
- Highly self-motivated, entrepreneurial, structured, solution- and end product focused workstyle
- A high degree of creativity and flexibility
- Strong social competence and team working mentality and a high affinity to diversity and inclusion of people with disability

Our offer

- A diverse and vibrant work environment and a highly motivated team at one of Germany's leading social enterprises
- Working on one of the most current topics of social discussion in one of the leading social enterprises in Germany
- Space and opportunity for initiative, own ideas, an entrepreneurial mind-set and self-guided work in collaboration with leading national and international companies
- A rewarding experience of contributing to the reduction of social injustice und the empowerment of marginalised people to their full potential
- Professional development and training and the opportunity to demonstrate true "thought leadership" in the area of diversity and inclusion especially of people with disabilities
- A choice of work location and an office in Hamburg's historic Speicherstadt
- Remuneration in line with the market with a variable component

Please apply by mail, e-mail or with a video at katharina.hofmann@dialog-im-dunkeln.de.

We would like to further expand the diversity of our company and provide appropriate professional support for people with disabilities. If you have any questions about accessibility and inclusion, please contact Katharina Hofmann (Tel: 01639833813).

You don't bring everything with you? Don't worry, we are looking for employees who convince us above all with their personality and are motivated to go full speed with their team!

We look forward to meeting you!