

# Senior Sales Manager @komoot

Cold calling, lead generation, account management. The word “sales” and everything it entails gives some people the shivers, but not you! You love the feeling of closing the deal – searching for new leads and helping them see the value in your product is all part of the fun!

## About komoot

Millions of people all over the world experience real-life adventures with us. We help people like you to discover the best hiking and biking routes, empowering our users to explore more of the great outdoors. And we’re pretty good at it! Google and Apple have listed us as one of their Apps of the Year numerous times - and with more than 14 million users and 100,000 five-star reviews - komoot is on the way to become the most popular cycling and hiking app worldwide.

But it’s not just our users who love komoot. We’ve also got a well-established natively integrated ad format – Sponsored Collections – which is leveraged by hundreds of happy B2B partners. The format is mostly used by tourism partners, but rapidly adopted by other industries as well.

## About the role

Komoot is growing with a speed of 1 million new users a month, and with it our B2B ads inventory. Now we’re on the look out for a senior sales manager to join Daniela and Iris – our small but effective sales team – on their mission to generate and acquire new B2B leads and scale our native ads sales.

## Ready for your next adventure?

In case you find yourself interested in this role, please follow this link to find out more:  
<https://www.komoot.com/jobs/senior-sales-manager>.

We are looking forward to hearing from you!