

Partnership Manager

Intro:

We are a small team of people that see work as part of our lives and not as a scope itself. The translation projects are our „rucodelie”. Ytranslations was founded in 2015 and we work for businesses located in Europe, especially Germany, providing translation services for technical and business content. We work with collaborators for these projects and starting this year we want to reach the Romanian market as well.

It is important to find the right person that also treasures family – as a part of life and does not wish a glamorous career but a more steady and stable work.

Position opened	Partnership Manager	
Working hours	Office Hours: Monday – Thursday 08.00 – 14.00	Home working(remote): *Monday – Thursday: 2 hours flexible *Friday – 8 hours (09.00 – 17.00)
Location of the office	6 th floor, 3 rooms apt. located in Iași, Romania (near Hotel International, Splai Bahlui)	
Ideal profile of candidate	<ul style="list-style-type: none"> - Has proven work experience in sales (minimum of 2 years) - Advanced level of English (it’s a must) - Advanced level of German (it’s a plus) - Is comfortable with networking at events and talking via phone/Skype with clients in English - Has initiative and an entrepreneurial spirit - Likes to work independently - Is a perseverant and consistent person - Has availability for going on business trips across the country and attending international conferences around the world 	
Responsibilities	<p>Sales</p> <ul style="list-style-type: none"> - Travel abroad for international conferences, representing YTranslations - Creates partnerships at international conferences (networking events) - Contacts prospective clients (online - for international clients; physically – for Romanian business clients) - Develops translations services for the Romanian and German business market, based on the customers’ needs - Is in charge with maintaining the partnerships of the company (account management) & growth of cooperation 	

	<ul style="list-style-type: none"> - Subscribe to prospective clients' platforms <p>Marketing</p> <ul style="list-style-type: none"> - Is responsible of the company's social media (FB, Twitter, etc) - Creates and implements the online marketing strategies - Develop a sustainable brand of the company
Benefits	<ul style="list-style-type: none"> - Working hours at the office+ remote - On all the red cross holidays – working from home (after the Holy Liturgy) - Very competitive salary + Bonus plan based on sales performance
Application details	<p>Send your CV in English at rn@ytranslations.com and ask Roxana for more questions</p> <p>One page letter – writing why you are the right person for this job</p> <p>Deadline of applications: 31st of May 2018</p>
Disclaimer	<p>The minimum required experience could be in any industry. There is no translation industry experience needed, as you will receive training (theoretical and practical) and you will have a mentor for your induction period.</p>

Looking forward to meeting you!

