



WANTED:

# INTL. ACCOUNT MANAGERS (UK/NL/SE) based in Amsterdam (F/M – 1 FTE)

## The early bird... starts working for Testbirds!

Since 2011 Testbirds has been a pioneer in the testing of apps, web applications, smart home and Internet of Things applications. With the support of 100 employees and 250,000 testers globally, we are successfully conquering this rapidly growing international market. Having recently launched an international office in Amsterdam, we are now searching for talented and ambitious colleagues to focus on the UK, Dutch or Nordic market. If you seek an exciting role in a fun start-up environment, this is definitely the job for you!

### Your role

- You will analyse the testing needs and challenges of our clients and as a consultant provide them with appropriate crowd and cloud-based testing solutions
- You like to outperform in acquiring new clients and thus independently expand your own customer base
- You inspire potential and existing B2B clients (on-site, on the phone, in webcasts and during (inter)national events) about ways to optimise the quality of their digital products
- Through intensive and tailored consulting you ensure a trustful and constructive relationship with our customers, whether with SMBs or with international blue chip companies
- You will contribute to the development of new strategies and concepts to optimise the sales process

### You bring

- A Bachelor or Master's degree in a business related discipline
- Work experience in IT Sales
- A solid understanding of the business markets, culture and ethics in the Netherlands, in the UK or in Sweden
- Passion, people skills and the ability to inspire others
- Proven success establishing client relationships and building a pipeline
- An energetic and entrepreneurial personality
- You're speaking either of the following languages at a native level: English, Dutch or Swedish

### You get extra points if:

- You are tech-savvy and passionate about websites, apps and digital products
- You have experience in the field of QA and/or UX

## We are offering

- A permanent position at our office in the heart of Amsterdam, only 10 minutes from Central Station - alongside an induction training in Munich
- Flat hierarchy: you are responsible for your work and you can implement your own ideas
- Development possibilities through a variety of internal and external training opportunities
- An open culture, uncomplicated togetherness and joy of shared success
- A fantastic working atmosphere with many team activities e.g. bi-annual workshops at our Munich HQ, free lunch, all the coffee you can drink and after-work drinks



**Testbirds**

### Are you convinced to become our next Bird?

If yes, please use our [application form](#) to submit your cover letter and current CV, as well as work certificates/samples of your work. Don't forget to include your salary expectations and your earliest start date. Your contact person is Christine ([jobs@testbirds.de](mailto:jobs@testbirds.de)).