



Junior Key Account Manager

Location: Vienna, Austria

Lomography is an exciting and vibrant international company dedicated to creative analogue photography. We develop, design and distribute an exciting and innovative range of cameras, film, books, fashion accessories, bags, stationery products and much more. We're an ever-growing company that's dedicated to supporting and showcasing creative analogue photography – that's why we also regularly host events and exhibitions in countries all over the world.

Lomography has its headquarters in Vienna, Austria but we also have subsidiaries across the globe; from New York to Tokyo, Paris to Hong Kong. Our website, www.lomography.com, is one of the biggest online photo communities in the world and currently features almost 9 million analogue photographs. The full range of Lomography products is sold online and through independent retailers, as well as in our own Gallery Stores, which are located in 20 countries.

For our Regional Europe / ROW Team based in Vienna we are looking for a **Junior Key Account Manager**.

As a Junior Key Account Manager you are in charge of distributing Lomography products to design-, museum- and concept stores. The whole team is responsible to optimize sales and to represent and communicate the brand Lomography to our wholesale customers.

Tasks:

- You will independently manage existing small and large key accounts in Europe and other international markets (Middle East, South Africa, Australia and South America).
- With enthusiasm for Lomographic products and the competence to communicate it accordingly you easily manage to acquire new accounts.
- As Account Manager you will be responsible for the development of your individual accounts.
- It will be your job to calculate and prepare offers for your customers.
- Together with the International Marketing & Wholesale Team you will develop marketing concepts for your accounts and implement them.
- Together with the Wholesale Marketing Coordination you are responsible for the realization and organization of different events (e.g. international fairs and exhibitions).
- You create sales analysis for your accounts and markets.

Profile:

Applicants for the vacant position exhibit following skills

- A completed commercial education is of advantage (university, university of applied science, commercial academy)– ideally with focus on marketing/sales
- You are fluent in written and spoken English and German, any other additional language is of advantage
- You have a sound knowledge of MS Excel and possess general knowledge of Windows and other Office programs
- At least basic technical knowledge and some basic knowledge of analogue photography and cameras is required

- And last but not least: love for the product makes it a lot easier to be successful as a salesperson

Personality:

- You are open-minded and communicative
- You have the ability to work in a team
- You are used to working autonomously and you think creatively
- You possess a talent for sales and have great organizational skills
- Your persuasiveness complements your business skills!
- You like travelling

According to collective agreement this position will be paid with a minimum monthly gross salary of EUR 1.350,-. Depending on qualifications and experience, overpayment is possible.

Employment: Full – time

Job start date: As soon as possible

Applications (including CV and Cover letter) please send to: HR International
jobs@lomography.com