

## Inside Business Consultant

### The Company

Groupon is officially the fastest growing internet company in history and the first to reach \$1 billion in sales in only seventeen months since its inception. Featured on the front cover of Forbes magazine (08/10) and listed in TIME's *Top 50 Websites of 2010* we are committed to helping small to medium sized businesses gain exposure while giving consumers a better deal.

With offices all over the world and an ever-increasing active subscriber base of over 64 million people in 43 countries, our unique brand of direct marketing coupled with our up-tempo, yet stimulating work ethos, has established our online *coup d'état* at the helm of the global, social commerce scene.

### The Role

Drive the growth of an emerging market in Denmark by becoming an Inside Business Consultant at Groupon. Based from the London Office your main responsibilities will be to generate and increase feature partners and to reach and exceed company targets, through a consultative approach to client management and sales you will understand your clients business in order to construct a mutually beneficial offer to our subscribers to increase their customer base and generate upsell. You will become a vital part of your clients marketing and business plans.

### Your Responsibilities

- Creatively identify new businesses and activities to be featured, expanding the range of offers for our subscribers
- Present Groupon as the unique opportunity for businesses to acquire new customers
- Achieve revenue and profit targets through Consultative Sales
- Proactively seek out new opportunities
- To build and maintain a portfolio of partners

### Your Skills

- Minimum of 3 years sales experience
- Experience in pioneering new business coupled with evidence of consistent and current success
- Strong interpersonal and social skills
- Network of contacts in the relevant sector is a definite bonus
- Bachelor degree is desirable
- Positive attitude, consultative approach and self-motivation are all essential
- Fluent in Danish (mother tongue strongly preferred) and English

Please apply using the following link: <http://jobvite.com/m?3f9DcfwX>