

Leiter Partnermanagement und Expansion (m/w) **Head of Partnermanagement and Expansion (m/f)**

audibene is an award-winning health tech company whose mission is selling cutting edge hearing care devices with a network of independent audiologists. We started our journey in 2012 when the concept of digitizing the traditional hearing care industry, with the goal of improving the hearing and quality of life of millions of people, was still unheard of. Since then our team has grown rapidly to a size of over 1000 colleagues working in 9 international offices including Berlin, Miami, Toronto, Kuala Lumpur, Delhi, Seoul and others. In addition to this we are managing the largest network of independent audiologists worldwide. Join us on our journey to revolutionize the hearing care industry!

Your tasks

- Acquiring new partners who fit to our retail strategy, to further expand our network
- Developing and leading a program for audiologist to start their own business
- Providing support for our existing partners and acting as a sparring partner for further development of their business by bringing in our retail expertise
- Leading our German partner management team by bringing in your own experience

Your profile

- Bachelors or Master's degree in business administration or comparable
- Several years of experience in building a shop network, or experience in the franchise area, sales and expansion
- Fluency in English and German is a strict necessity
- Familiar with the relevant levers of a retail organization with a strong focus on delivering outstanding service to the end consumer
- Proven leadership experience
- Strong communication and presentation skills
- Confident appearance, a high degree of independence and entrepreneurial thinking and acting
- Pronounced willingness to work closely with partners throughout Germany

What we offer

- High responsibility from day one and challenging tasks with an extremely high impact
- A very attractive compensation package including a participation in audibene's share program
- An unlimited contract and company car
- Growth opportunities for you as part of the German management team
- Team spirit: we enjoy being together both in & out of the office

The position is not limited to Berlin. We are a fully digitized and global company. Working remote is our day to day routine. If you want to be part of a young, dynamic and fast-growing company, audibene is the right place for you. You are enthusiastic, motivated and want to move forward fast? Meet us!