

Sales representative who cares of marketing

From human rights issues to carbon emissions, companies need to know how sustainable their supply chain is. We help companies to find out what's going on in their supply chains. With our cloud platform, companies can discover their supply chain network, identify sustainability issues, collaborate with their upstream suppliers and take effective action. Our focus are large SMEs and multicorporate enterprises in FMG, food, chemistry, and automotive.

Our team and our investors are on a growth path and at the same time always focusing on a positive impact for society.

Become a part of our interdisciplinary team and help us thrive this mission. Together we will gain more traction and use this power to improve global supply chains.

Your tasks

- You organize sales meetings and events and make sure everything is running smoothly
- You investigate and qualify leads and add them to our CRM system
- You email and call leads, work hands on and drive sales meetings forth
- You attend sales meetings together with our CEO and/or head of sales
- You share responsibility for our sales documents
- You work together with key accounting focusing on follow up activities
- You are not afraid to challenge existing processes or to defend your ideas in strategic meetings

Your profile

- You have a your masters' degree in communication, marketing, BA, sustainability management or similar studies
- You have at least two years of experience in B2B sales
- You understand customer problems and find flexible solutions in the portfolio
- You work well in a team, have a keen perception and structured way of working
- You know your ways around Microsoft Office (esp. Powerpoint)
- You have great writing skills for marketing content and/or reports
- You have strong German language skills or are eager to continuously improve

Interested?

We offer a highly flexible working time, a place in the accelerator "Startplatz", in Cologne next to the media park and a diverse and exceptionally open team.

Not only during the Corona times we offer working flexibly from home; if necessary, you can work entirely remote (except for physical customer meetings).

Just send a short cv to jobs@sustainabill.de which includes your motivation and a potential starting time for your internship. Please refer to this job description.