

# Working Student for Sales / Business Development

## ABOUT CARBON MINDS

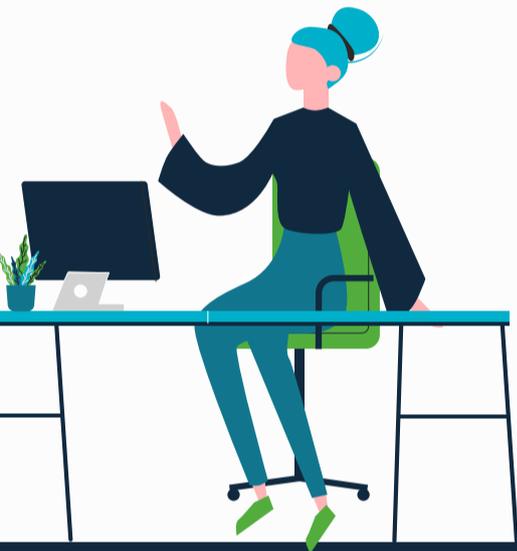
We are a Cologne-based company dealing with sustainability in the chemical and plastics industry. We support companies in oil & gas, chemical industry, and tech in their transition to sustainable value creation. To this end, we highlight ecological impacts of the production of chemicals and plastics and develop strategies to reduce them in a targeted and cost-efficient manner. Our clients already include 3 Fortune Global 500 in oil & gas, chemical industry & tech as well as 5 multinationals with more than 5 billion revenue each.

For the next possible moment, we are looking for a working student, who will help us with our sales strategy and business development. You will be part of our sales team and closely cooperate with the managing directors of Carbon Minds in the field of business development.



## Your Responsibilities

- You are responsible for Sales Support by qualifying leads and turn them into customers
- You do the continuous management of our CRM to ensure effective data integration in the tool, reliable reporting and pipeline representation
- You collaborate closely with us to generate leads for our clients' positive impact projects
- You will be working on the general Sales structure of Carbon Minds



- You are studying sales, sustainability management, business administration or sales engineering (or similar)
- You want to work in a highly interactive work environment of a young company
- You are willing to take responsibility and ownership of your tasks
- You speak fluent English
- You ideally have initial experience in sales and business development
- You are available between 8 to 19 hours per week

## Job Requirements



## Your benefits at Carbon Minds

- Flexible working hours / remote working is possible
- Simple and fast personal improvement with a high learning-curve and different tasks
- Young and motivated team of innovative professionals
- We are seeking long-term relationships. Maybe you will be our new Sales manager after you finished your studies
- Last but not least: Doing good for the environment and changing the current plastic industry.

