

WORKING STUDENT:

Sales & Account Management

[Part Time, 16h/week]

SUSTAINABILITY

SALES

BUSINESS

CHEMICAL INDUSTRY

STARTUP MINDSET



Start
As soon as possible
(preferably early April)



Location
Flexible home/office
working possible

You will be supporting, implementing, improving and scaling our sales activities and communication with existing and new clients, all with close mentoring from the sales team and C-level leadership.



APPLY NOW

Please send (as a minimum) your CV with relevant work experience, a Cover Letter highlighting your motivation for the job, certificates from university degrees and the respective overview of grades to: application@carbon-minds.com.

Feel free to attach further documents you think are important.

RESPONSIBILITIES

- Actively supporting and driving commercial discussions with leads and clients in the chemical industry
- Preparing offers and invoices in our accounting tool
- Keeping our Account Management and CRM systems organized and up-to-date with daily conversations and updates
- Researching market, positioning and client information, then documenting and presenting it
- Improving existing sales processes and systems by preparing data and doing some analysis on our sales performance
- Taking a supporting role in key marketing areas such as social media marketing, content marketing, corporate events, and other digital marketing activities

JOB REQUIREMENTS

Education/Degree

- You are in your first year Master studies in Economics, Sales, Marketing or similar
- Your current plans for studying are compatible with your plans to work part-time with us for an extended period
- No formal knowledge of corporate sustainability or the chemical industry is required, but it's a plus

Preferred experience

- Familiarity with Customer Relationship Management
- Familiarity with accounting and bookkeeping
- Broad knowledge of digital marketing
- Proven research and communication skills
- Experience of any of the following is a bonus: Monday.com, LinkedIn (Sales Navigator), LexOffice, content marketing, copywriting

Language requirements

- Fluent in German and English, with excellent written skills

Additional soft skills

- Highly organized
- Highly service- and solution-oriented
- Comfortable balancing a lot of different tasks
- Responsive
- Committed to sustainability

BENEFITS AT CARBON MINDS

- Flexible working hours
- Potential for flexible home/office working in Cologne
- Simple and fast personal improvement with a high learning-curve and varying tasks
- We are seeking long-term relationships with a sense of satisfaction on both sides
- Last but not least: **Doing good for the environment!**

You can find more information about us on www.carbon-minds.com

ABOUT

carbonminds

Carbon Minds offers data, consulting and training focused on environmental sustainability for chemicals and plastics. Major multinational companies use our data and services to set or reach environmental targets.

We are a rapid growth SME with an out-sized impact in our industry. Our diverse team of scientists, business leaders and communicators are working to ensure an evidence-based sustainability transition for chemicals and plastics.