

Sales Manager



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.

ACCOUNT MANAGEMENT

SALES

SUSTAINABILITY

BUSINESS RELATIONS



Start
For the next possible month



Location
Cologne, Germany
(partly remote possible)

Do you want to combat climate change and actively contribute to the sustainability transition by finding and providing our customers with the right products and solutions? Then apply and join us!

RESPONSIBILITIES

- Responding to incoming leads from our marketing channels and guiding those leads through our sales process
- Identifying, exploring, and developing new business relationships with customers in our core target group
- Scheduling and participating in sales calls and face-to-face meetings with existing and potential customers
- Identifying the right Carbon Minds products and solutions for potential customers based on a deep understanding of customer's individual needs and problems, as well as the Carbon Minds product portfolio
- Preparing and optimizing sales presentations and other materials
- Tracking progress in our CRM system and developing sales forecasts
- Conceptualizing, developing, implementing, and optimizing sales methods and processes

JOB REQUIREMENTS

Position type

- Professional, 4+ year of working experience

Education/Degree

- Bachelor's degree or higher in business administration, engineering, chemistry or related fields

Required expertise

- At least two years of practical experience in sales of data, training, service and/or consulting in a B2B environment

Language requirements

- Excellent communication skills in English and German

Soft skills

- Interpersonal, communication, presentation, and negotiation skills
- Enthusiasm for sustainability assessment and sales
- High level of organization, accountability, and attention to detail

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 our employees
- Competitive salary from the start, based on a fixed salary structure that accounts for your experience.
- Last but not least: Doing good for the environment!

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

Required documents and contact

Please send (as a minimum) your CV with relevant work experience, a Cover Letter highlighting your motivation for the job and salary expectations, certificates from university degrees, and the respective overview of grades to application@carbon-minds.com. Feel free to attach further documents you think are essential.

ABOUT



Carbon Minds provides data, training, and consulting for life cycle assessments of the chemical value chain. We use our proprietary digital model of the global chemicals and plastics industry to offer our clients unprecedented levels of transparency about environmental impacts in global supply chains.

We are in a range of high-impact projects to reduce the environmental impacts of the chemical value chain and cooperate with major partners and companies. Our working culture is flexible, friendly, and motivated. We are a close-knit team working in a mutually supportive atmosphere for a common goal: sustainability in the chemical value chain.