

WORKING STUDENT

Sales & Account Management

[Part time, at least 10h/week]

SUSTAINABILITY

SALES

BUSINESS

CHEMICAL INDUSTRY

STARTUP MINDSET



Start

As soon as possible



Location

Partly remote,
Cologne and surroundings



APPLY NOW

Please send at least your CV, a cover letter stating your motivation for the position, transcripts of university degrees, and the respective grade summary to

application@carbon-minds.com.

You are welcome to attach other documents that you consider important.

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.

RESPONSIBILITIES

- Supporting commercial discussions with leads and clients in the chemical industry
- Support with 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

JOB REQUIREMENTS

Education/Degree

- You are in your 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

- Interest in or familiarity with Customer Relationship Management
- Interest in or familiarity with accounting
- Interest in or knowledge in 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 good written skills

Additional soft skills

- Organized
- Service- and solution-oriented
- Comfortable balancing different tasks
- Responsive
- Committed to sustainability

BENEFITS AT CARBON MINDS

- First things first: **Doing good for the environment!**
- Flexible working hours
- Possibility of flexible home/office work in Cologne and the surrounding area
- Easy and fast personal development with a high learning curve and varied tasks
- We strive for a long-term business relationship
- Competitive salary for a working student position
- Dynamic and friendly team

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

ABOUT


carbonminds

Welcome to Carbon Minds. We drive innovation and sustainability in chemical products and actively shape change. We do this by making our customers' environmental impacts transparent using the life cycle assessment method, enabling the transformation to greater sustainability.

Imagine being part of an agile, motivated team that not only provides data, services, and consulting but has a clear goal to mitigate climate change and contribute to society. In doing so, we believe in collaboration, responsibility, and the integrity of our actions. Your ideas are not only heard but needed. The opportunity is here – be part of it as we reinvent the world of chemicals.