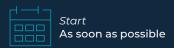
### **WORKING STUDENT**

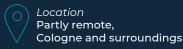
# Sales & Account Management

[Part time, at least 10h/week]

SUSTAINABILITY SALES BUSINESS

CHEMICAL INDUSTRY STARTUP MINDSET







ver 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

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 commerical 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

## 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

- 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 teamt

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

