

# Sales Manager

You will be 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.

SUSTAINABILITY

SALES

BUSINESS

CHEMICAL INDUSTRY



Full time



Start  
As soon as possible



Location  
Cologne, Germany  
(home/office working possible)

## RESPONSIBILITIES

- Conception and further development of sales methods and processes
- Planning and conducting virtual and face-to-face meetings with existing and potential customers
- Qualifying and supporting leads along the entire sales process, from discovery to closing the deal
- Maintaining and supporting existing customers
- Preparing and optimising sales presentations and other materials
- Documentation in our CRM system and development of sales forecasts
- Identifying, exploring and developing new business relationships with customers in our target groups

## JOB REQUIREMENTS

- Relevant professional experience
- Technical or business degree (FH/TH/Uni)
- Practical experience in B2B sales
- Excellent communication skills in English
- Communication, presentation and verbal skills
- Enthusiasm for sustainability and sales
- High level of organisation and sense of responsibility, proactivity, reliability and ability to work in a team

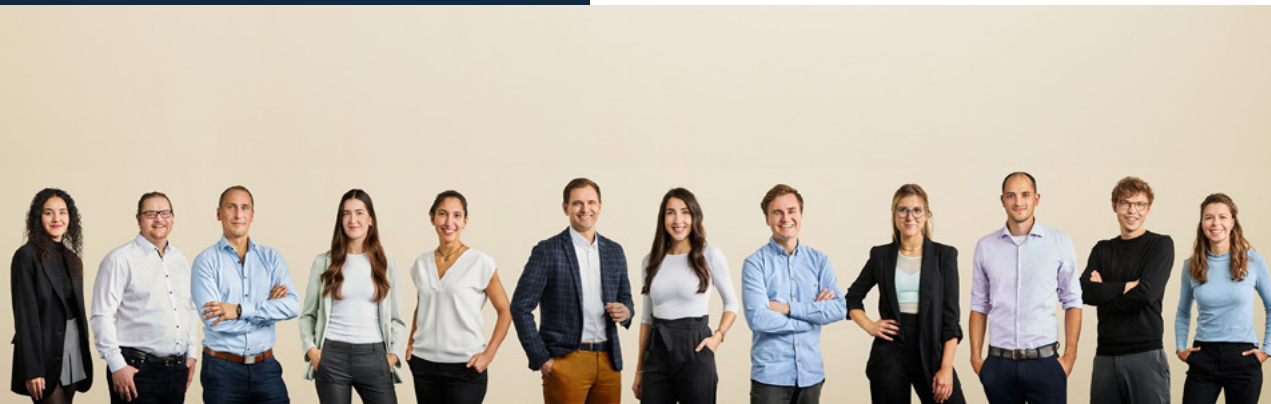
## BENEFITS AT CARBON MINDS

- First things first: **Doing good for the environment!**
- Flexible working hours
- Possibility of flexible home/office work in Cologne and the surrounding area
- Personal development with a steep learning curve and varied tasks
- A working environment in which your input is valued and implemented
- Competitive salary from the start, based on a fixed salary structure that takes your experience into account
- Dynamic and friendly team with monthly bonding activities
- Employee benefits: Your choice between a Germany ticket or Urban Sports

You can find more information about us on [www.carbon-minds.com](http://www.carbon-minds.com)



Please send (as a minimum) your CV, a cover letter highlighting your motivation for the job, certificates from university degrees, if available, and the respective overview of grades to [application@carbon-minds.com](mailto:application@carbon-minds.com). Feel free to attach any further documents you think are important.



## ABOUT



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.