

buynomics

Working Student Sales Development (m/f/d)



Immediately / upon
consultation



Up to 20 hours per
week

ABOUT US

At buynomics we are building the next generation consumer product and portfolio management software. Our goal is to help our customers optimize their product portfolios to maximize profitability and other relevant KPIs. We achieve this by predicting future consumer behavior based on historic sales data, behavioral economics, and advanced data science. We have successfully deployed our platform across 5 continents and in a multitude of projects and ongoing client relationships ranging from telecommunications, consumer goods, insurance all the way to the software industry.

We have recently received seed funding by prestigious VCs (La Famiglia & Seedcamp) and are now eager to take buynomics to the next level.

We are data-driven and results-oriented. We encourage transparent communication and personal growth. We create a modern, dynamic, and flat hierarchical working environment and give you a lot of autonomy and responsibility straight from the start.

If you are interested in advanced data science and data driven SaaS solutions, can identify yourself with these values and thrive to work in a fast-paced and intellectually intense environment, then join the buynomics team and become part of our success story!

We are the commercial insights solution of tomorrow. We are buynomics.

RESPONSIBILITIES

- Support in the identification of new key contacts and target industries/companies through in-depth research and a variety of outbound activities
- Track and manage of marketing qualified leads
- Execute outbound plans to reach customers through innovative, strategic approaches
- Support in ensuring sales opportunities by broadening the prospect pipeline and optimizing industry-specific communication
- Prepare relevant buynomics use cases for different industries and companies
- Participate in initial calls for potential customers to understand their needs and challenges
- Support in all processes that serve successful lead generation and product demonstration

REQUIREMENTS

- Currently enrolled as a student in the field of business, marketing, or similar areas
- Track record of achieving academically, in sports, or extracurriculars
- Pronounced communication skills and passion for client interaction
- Ability to manage time effectively, work independently and be self-motivated
- Have a commercial mindset and desire to want to improve their sales skills
- Eagerness to learn and to have an impact from “Day 1”
- Hands-on mentality and ability to challenge the status quo continuously
- Working proficiency in German and English is required
- Relevant experience in a sales or business development-oriented position is a plus
- Experience in a Startup or SaaS/Cloud/Technology environment and Hubspot handling are a plus

BENEFITS

- Responsibility right from the start and enormous growth potential within the company and beyond an initial role
- Get a better understanding to sales processes and why big corporations buy
- Experience what it is like selling to household name brands
- Deep insights into the different industries and strategies of our client groups
- International, young, and dynamic team with flat hierarchies and short decision processes
- Being part of a fast-growing start-up with a direct impact
- Competitive compensation

Do you want to become a key part of the buynomics growth story and help us build a true champion in a fast-growing industry?

Please send your application incl. CV, cover letter and certificates to anton.vonlampe@buynomics.com

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