

## Werkstudent Sales & Business Development (m/f/d)

Bold and outgoing? You like to go the extra mile and you like competition? Join our team and learn everything about Sales, Business Development & Customer Relationship Management. You will support the growth of xentral's SaaS business in the DACH region by primarily supporting our team of Business Development Representatives. You will focus on businesses of different sizes, collaborating with Marketing, Partner Management and the Account Executive team.

### Your Tasks

- You support the team with identifying new target customers and new business opportunities and convert them into sales leads
- You speak to potential customers regularly on the phone with a focus on a strategic outbound outreach. We want to help you grow on a personal and business level and develop your strengths.
- You present our software in a customized and personalized way, representing and pitching our company to potential customers, different industries and at networking events.

### What are we looking for

- A registered student (m/f/d) who is business fluent in German and good English skills
- Curiosity and willingness to learn about software sales and business development
- Result orientation, courage and good communication skills
- Economic interest and entrepreneurial thinking

### We offer

- **Remote Work!** We grow all over Europe, join us and enjoy the benefits of partial remote work as well as working in one of our hubs in Augsburg, Amsterdam or Munich.
- **Xentral feels like home!** For us Xentral is not just a workplace. We make sure that our team feels at home even during work. We offer flexible working hours, company events, trainings and home office.
- **Unique culture and structure!** We believe in flat hierarchies, short decision-making processes and appreciative communication at eye level.
- **With us to the very top! You will get a very attractive compensation package!** With us there are many career paths and development opportunities for you, what you can't do yet, you can learn with us!

**You have what it takes? Then apply now with only our CV or your LinkedIn profile: [Sarah.Korneffel@Xentral.com](mailto:Sarah.Korneffel@Xentral.com)**