

buynomics

Internship Sales & Marketing (m/f/d)



Immediately / upon consultation



Full time

ABOUT US

We help our customers optimize their product portfolios and -prices, which significantly increases their profitability. Our SaaS solution precisely predicts customers' purchasing decisions by using artificial intelligence and behavioral economics. We have developed the most advanced pricing solution in the market. We received pre-seed funding in 2019, and we already have several large enterprise customers from telecommunications, consumer goods, insurance, and software who use our solution to optimize their pricing and product portfolio. With established product-market fit, we now want to build the team that takes buynomics to the next level and accelerates our growth in our target industries.

We are data-driven and results-oriented. We encourage transparent communication and personal growth. We create a modern and dynamic working environment with flat hierarchies assuring your direct impact. We are the pricing strategy of tomorrow. We are buynomics.

Are you identifying yourself with these values and are you a strong communicator and analytical thinking person who is looking for a steep learning curve? Then join the buynomics team and become part of our success story!

YOUR TASKS

In the field of sales & marketing, you will be given the opportunity to acquire a 360° entrepreneurial skillset by advancing various topics of optimization. You will develop your skillset along a wide variety of tasks:

- Support in the identification of new key contacts and target industries/companies through in-depth research and a variety of outbound activities
- Analysis of market and customer needs to generate optimal lead generation strategies
- Execution of outbound plans to reach customers through innovative, strategic approaches
- Support in ensuring sales opportunities by expanding the prospect pipeline and optimizing industry-specific communications
- Preparation of relevant buynomics use cases for different industries and companies
- Support in marketing activities, e.g. in creation of target group specific relevant and SEO-optimized content for social media, website, newsletter, blogs etc.

- Support in the project work for our clients and in all processes that serve successful lead generation and product demonstration
- Be in close contact with the whole management team and actively involved in all our internal processes

YOUR PROFILE

- Eagerness to learn and have impact from “Day 1”
- Study in the field of economics, marketing, business or a related area
- Strong analytic capabilities and first experience in sales or marketing
- Good knowledge of Excel and PowerPoint as well as Hubspot exposure are a plus
- Pronounced communication skills and passion for client interaction
- Team player with a high level of personal initiative
- Fluency in German and English is required

BENEFITS

- A unique opportunity to have a direct impact in a highly innovative technology company and gain a valuable set of skills
- Steep learning curve in the field of sales and marketing
- Responsibility right from the start and enormous growth potential within the company and beyond an initial role
- Deep insights into the different industries and strategies of our client groups
- 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 sherin.leisgen@buynomics.com.

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