



alaiko

Working Student/ Intern Marketing & Sales (m/f/d)

Full-time/ part-time - Munich

E-commerce is booming! New, cool independent brands are popping up every day but inconsistent post-sales processes quickly become their growth bottleneck. Our mission is to enable all online stores to provide their customers with a seamless and best-in-class experience by leveraging our Fulfillment as a Service platform, so that they can continue to grow and challenge their established competitors.

Would you like to gain experience in sales and marketing as a working student in a fast-growing start-up, support our commercial team and manage your own projects? This is a unique chance to take on an exceptional interface role, where you'll learn how to win B2B customers first-hand.

YOUR RESPONSIBILITIES - EXCITING AND CHALLENGING

- You will work closely with our outbound and commercial leadership team to identify the best potential customers
- You will support and manage account based marketing campaigns across multiple marketing channels
- You will maintain account data in our CRM to ensure our exponential growth
- You will gain insights and develop an understanding for new business generation and commercial actions in a fast growing environment
- You will identify potential improvements and proactively develop solutions

YOUR PROFILE – CREATIVE AND INDEPENDENT

- You are confident of using Excel or Google Sheets
- You pay attention to details, reliably deliver results and bring an innate curiosity
- You are interested in start-up environments & e-commerce
- Relevant sales and/or marketing experience is a plus
- You possess excellent German and English skills

YOUR BENEFITS - FAST GROWTH & STEEP LEARNING CURVE

- You'll be part of an ambitious team determined to shape the future of e-commerce in Europe working hand in hand with our experienced founders (Rocket Internet, Foodora, Kaia Health, Curingshot)
- For us, it's not important where you come from, but how happy you make our customers. If you have your own philosophy or a new approach in your work, we would be happy to learn from you
- With us you will experience a lot of personal responsibility from day one, which will lead you through a steep learning curve and boost your professional as well as personal growth
- There are no hierarchies with us. This means working at eye level, short decision-making processes, direct communication and a family-like atmosphere with cool team events

Interested? Please send your CV to jobs@alaiko.com!

