

Business Development Specialist – Trainee

German – English required

Job description:

- Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching, and analyzing sales options.
- Prepare and deliver appropriate presentations on products and services
- Sells products by establishing contact and developing relationships with prospects, recommending solutions.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

Participate on behalf of the company in exhibitions or conferences

- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Develop plans and strategies by coordinating with the managers to achieve the sales target
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

Job Requirements : Essential Skills

- German speaking Important
- Bachelor's degree or equivalent work experience in related field
- Proficiency with social media (Facebook, LinkedIn, Instagram's) and B2B sales platforms (Alibaba, Aliexpress, Made in China...)
- Proficiency in Microsoft office applications, including Outlook, Word, Excel, PowerPoint
- Basic understanding of the industry, with the ability to become a subject matter expert on the job

