



Sales & Partnerships Development Intern (or Working Student)

GreenTrade.tech is a platform enabling to finance future nature- and tech-based carbon projects. Our role is to help companies decarbonize and to meet their net-zero goals by providing tailored impact projects that fit their operations.

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This is an Internship or Working Student Opportunity in a purpose company that is tackling a multi-billion dollar market. You have the opportunity to combine your business knowledge with your passion for sustainability. Do you want to attract the attention of the market to a company that takes sustainability to its heart? Use your skills to tackle one of the most critical challenges humanity has ever faced: climate change. You are at the forefront of our Go-To-Market (GTM) operations, hustling and bustling to make sure every company out there hears what we have to offer and is instantly hooked.

Tasks / Where your expertise is needed

- Conducting market research to find these companies
- Launching high-impact campaigns in an appealing style to break the ice
- Talking to prospects to identify their needs & wishes
- Strategic decision-making: Be part of a purposeful entrepreneurship experience where your voice is heard across strategic topics

Requirements / What we are looking for

- Passion and heart-centered professionalism with a desire to build a better future
- Currently enrolled (or recently graduated) in business administration, technology, environmental management & science - a plus would be a Master's degree in a relevant field (e.g., Forestry, Wood Technology, Environmental Sciences)
- ideally organized and met weekly campaign and prospecting objectives
- Know your way around the usual outreach tool stack (CRM Tools, LinkedIn, etc)
- Previous experience in BtoB Sales and Partnerships in the form of internships or similar, relevant previous experiences in sustainability and climate tech is a plus.
- You have a structured, independent and detail-oriented way of working and the ability to work on parallel projects which will include prioritization and timely completion
- Business oriented mindset and positive attitude
- Strong written and oral communication skills in German and English
- Ideally based in Central Europe (Berlin/ Eberswalde is a plus) - Work can be done remotely. Hours per week upon arrangement, flexible around your schedule.

Benefits / What we offer

- Fast-growing climate tech startup with a great network of investors and partners
- Instant opportunity to drive impact
- We are a purpose-driven team with the ability to contribute directly to the reduction of Greenhouse gas emissions
- We're offering market rate compensation for interns and working students.

If interested, please email Frederick Leuschner: frederick.leuschner@greentrade.tech

GreenTrade Impact GmbH

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