

Business Developer Deutschland – End of studies internship

'Happiness is a hot drink on a cold day'

About



SENSATERRA is a **European marketplace offering hot beverages** (tea, coffee, chocolate...) directly from independent specialists/craftsmen



Currently in France, Germany and Italy, our wish is to **become the leading marketplace for hot beverages, whether for consumers or for hot drinks specialists**



SENSATERRA's mission is to make daily life happier by offering a wide offering of different high-quality products to consumers, from many different ethical specialists. Whether you are an expert or a beginner coffee/tea consumer, you can find your dream products thanks to our easy-to-use and interactive platform. And don't worry, you will find the equipment adapted to your preferred coffee/tea ☺

Because we know how important a hot drink is to everybody's routine!

SENSATERRA has been launched in January 2020, by a 4-co-founders team, including Denis Fayolle (Business Angel), Maxence Béguin, Clément Marty & Camille Rodrigue. We are now an international team of 13 people.

The website is launched the 26.02.2021 so you will join our Start-Up from the beginning and grow with us!

Our values:



Please find below our most important values:

Personal development: As our mission is to make daily life happier through a cup of coffee/tea/chocolate, we want this pleasure to reach all the people we work with: our employees and our specialists. Our employee's well-being and personal/professional development thus is fundamental to us.

Curiosity: In our opinion, tolerance, open-mindedness and willingness to discover are at the core of our values. We want you to grow and keep your curiosity growing within the company. Thus, you will have the opportunity to attend diverse speeches and training and you will have a personalized follow-up.

Trust: Trust is our keyword, whether it is within the company or with our suppliers. Working with SENSATERRA means having responsibilities from day 1 and evolving within the company (regular internal promotions)

Team spirit: As great sportsmen/women, we believe the only way to achieve our mission and fill our objectives is by working together! ☺

If you find yourself into this description, don't hesitate anymore and meet us for this great adventure ☺

Job description

We are looking for a German native speaker Business Developer to develop and be fully in charge of the German market. You will join the adventure from the beginning and you will contribute to the growth of the company in Europe. You will work in a multicultural company & offices (job based in the city center of Paris).

As a German business developer, you will be in charge of growing the company business on the German market. Main responsibilities include:

- **New suppliers sourcing:** you will have to develop from A to Z in autonomy your customer portfolio (including roasters, tea/ herbal tea & chocolate craftsmen...). You will have to find prospects, negotiate and integrate products on the website.
- **Account Management:** you will get in touch with your customer portfolio to create special & promotional offers with them, to add more products online, and to help them to grow their sales. To do so, you will analyze your customer numbers with our own tools and you will keep on being proactive.
- **Sales strategy:** You will create and have access to internal tools in order to follow customer numbers and develop a proper sourcing strategy. You will also help us structure the processes that will allow all new joiners to be more efficient!
- And of course, you will be the best SENSATERRA representative during hot beverages **fairs & events.**

Required profile

- You are **fond of challenges**; you are **proactive** and **ultra-motivated** by being invested in an ambitious start-up launch and growth
- You are a **SALES** person: you contact your leads by phone and **never give up!**
- You already have **sales experience** (or feel you can do it!)
- You enjoy human relations. You are dynamic
- **German is your mother tongue**
- You are **good in English at least**, French is a plus
- You are **passionate or just very curious** about the hot beverages market

How do we deal with interviews?

Discussion with the team & Maxence & Camille (co-founders) during several interviews

Additional benefits

- + Office in the center of Paris: Sentier, the 'French Silicon Valley'
- + Opportunity to become one of the 1st employee of a fast-growing startup and create everything from scratch
- + Opportunity to sign a full-time job at the end of the 6-month internship
- + Sharing offices with 3 other companies which are mainly hiring international profiles (you will meet a lot of German speaking people!)
- + Opportunity to learn from people that faced the same issues to grow their businesses in Europe
- + Fully-equipped office with, of course, high-quality free hot drinks ☺
- + Remuneration: 700 € / month + bonus (around 300€ / month) regarding performance
- + 50 % Navigo (transportation pass)
- + Good work life balance

Don't hesitate to send an e-mail with your resume at: camile@sensaterra.com