

## Sales Associate / Junior Sales Manager (m/f/d)

Tracks is currently looking for a **Sales Associate** to join our growing team in **Berlin**. If you would like to join a fast-growing logistics start-up that links tech with sustainability, this is the position for you.

### THE POSITION

The position reports to the head of sales and works closely with the CEO.

Your responsibilities will include:

- Lead point of contact in pre- and sales processes for customers and interested parties
- Acquisition of B2B leads and customers within Europe by utilizing different sales channels
- Develop and execute new sales ideas and strategies (e.g. new sales channels)
- Continuous improvement of Sales/Customer Service processes
- Development of supporting materials for sales and back office activities; CRM coordination
- Contract management, order processing and accounts receivable tasks
- Support of on- and offline marketing activities and campaigns (e.g. SEA, SEO, Social Media)
- Commercial offer management and calculation of services, ensuring correct customer billing
- Be a business representative at major industry events and conferences

### YOUR SKILLS

- +2 years practical, hands-on experience in B2B-sales or marketing, ideally in related industries
- Master's degree or higher in an economic or technical field of studies
- Strong customer-centric mindset and an open, communicative and dynamic personality
- Ability to communicate, present and influence at all levels of organisation
- Negotiation and commercial closing skills, international mindset, results-driven, precise, Getting-Things-Done mentality, team player
- Capability to prioritize and solve challenging problems, meet deadlines and work with minimal direction
- Deep knowledge of the European freight industry and relevant technological and political developments
- Great interest in working in a tech start-up environment as part of a mobility cluster
- Excellent verbal and written skills in German and English, further languages are a plus

### WHY YOU SHOULD JOIN OUR TEAM

- Great contribution to a cleaner transport industry by bringing state-of-the-art technology to trucking
- A fast-growing start-up in the heart of Berlin
- An exciting and flexible working environment
- Responsibility, autonomy, participation and fast career perspectives
- Everyone's opinion counts – your suggestions are important for us, we encourage open dialogue and an open-door mentality
- Regular team lunches and events
- An awesome multi-cultural and dynamic team with transparent communication

### ABOUT TRACKS

Founded in 2018, Tracks is a young tech company revolutionizing the European road freight industry. Using the latest advances in Big Data and Machine Learning, we enable road freight companies to achieve new levels of resource efficiency and CO<sub>2</sub>-emission reductions by providing context-aware, real-time analytics for their truck fleets.

With our team of industry experts and data scientists we are set to become the leading intelligence behind a resource efficient road freight industry.

This vision is deeply rooted within our core values:

- think in terms of resources - within our team, those of our customers and the ones of our planet - and use these in the most efficient way to create superior value
- embrace progress - entrepreneurial, open for experimentation and challenging the status quo
- focus on what matters - stick to customer needs and build products that add value
- build for the long term - as a company, employer and service provider
- grow together - thinking beyond the individual, empowering each other, taking ownership and celebrating achievements

**If this sounds appealing to you, we look forward to receiving your application including a CV and cover letter, as well as your possible start date and salary expectations.**

### Tracks GmbH

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