German speaking Business Development Representative
Internship – Barcelona

Joining the S2M team means collaborating into creating a lasting impact on businesses while working together with our multilingual family.

We operate with excellence. We have mastered the craft of value-based selling and leverage our methodology to deliver exceptional results wherever it’s needed.

When you join us, you will be amongst like-minded individuals: determined, problem-solvers & ambitious with a global mindset.

Challenge accepted?
As a Business Development Representative, you will use S2M-group’s value selling approach to gain understanding of market forces within a range of industries (financial services, diversified services…) to engage with top corporations and generate business opportunities on behalf of our clients. This will require you to:

- Understand a market and industry by researching key players, competitors, trends at an international level;
- Undertake outbound campaigns by using S2M-group’s methodology to generate and qualify leads (through phone calls and emails);
- Follow up on marketing campaigns;
- Organize client sales meetings for qualified leads;
- Use an innovative CRM to prepare internal and external progress reports.

What are we looking for?
- You have an appetite to learn complex B2B sales in IT, Technology, Software and Finance related industries in an international context;
- You have full English proficiency plus native level in German;
- You have or are studying for a Bachelor or Master degree;
- You are proactive, self-directed, and curious by nature;
- You have strong organizational, analytical, and project management skills.

Why choose S2M-group?
- Supportive team culture;
- International work environment with +15 nationalities;
- Involvement in cross-functional projects across multiple international offices;
- Comfortable and relaxed office space with dinning and leisure areas;
- Central location in Barcelona;
- Environmentally responsible mindset;
- Remuneration in line with role responsibilities.

Are you up for the challenge?
To submit your application please use the following link:

https://s2mgrouипeoplehr.net/Pages/JobBoard/Opening.aspx?v=e8cd6d6a-ff6d-48d3-b26f-ddc221638a7c

Please note only successful candidates will be contacted