

Rapitag has the vision to make retail safer, faster and more convenient than ever. Founded in 2017, the start-up has uplifted the traditional security tag into a multi-patented, high-tech IoT device enabling retailers for the first time ever to provide safe and fast self-check-out and significant process optimization for high value products.

For this we are looking for a **Sales Working Student/ Intern (m/f/d)** for our Munich office as soon as possible.

TASKS

- As a Sales Working Student/ Intern (m/f/d) you support your team throughout the whole sales process
- You generate and qualify leads in the targeted industries and you engage with our potential clients via social networks (e.g. LinkedIn)
- Furthermore, you research the needs of the potential clients and find out how to create value for them and provide the product department with feedback
- Moreover, you maintain an overview our pipeline/lead prognosis and sales cycle activities

REQUIREMENTS

- As a Sales Working Student/ Intern (m/f/d) you are enrolled in bachelor or master studies in Business Administration or a similar field
- Ideally, you bring along first experiences in sales or business development, experience in a B2B environment is a plus
- You have strong communication skills, are empathic and enjoy new challenges
- Moreover, you are highly motivated and driven by a “getting things done” attitude
- You have excellent German and English skills

BENEFITS

- Have an impact: Join the early core team with an entrepreneurial culture operating in the hypergrowth industry of retail technology - we have bold ambitions
- Be valued: We offer attractive compensation and the opportunity to shape an early-stage deep tech start-up from the ground up
- Be on site - if you want to: An office location in the heart of Munich (Obersendling) with flexible working hours and remote / home office options
- Top equipment for top talents: We'll hook you up with the best gadgets like a new MacBook Pro
- Work independent: Freedom for own ideas, working style and area of responsibility with short decision-making processes
- There is more: Enjoy an open atmosphere, connect with industry experts and digital pioneers, free drinks in our office, and take part in regular team events