



VENTURE BUSINESS DEVELOPER / “RIGHT HAND” TO START-UP FOUNDERS (3-6 MONTH INTERNSHIP – START ASAP)

Who are we?

Vanilla Steel is a new digital B2B platform serving the European steel industry that is bringing data and innovation with the mission of simplifying how steel and other metals are traded today. We offer an e-auction platform where sellers list new material weekly and buyers can bid for it on www.vanillasteel.com.

We are a team of passionate tech entrepreneurs that combine more than 50 years of digital experiences with a passion for solving existing challenges through digitization.

It is an exciting time to join Vanilla Steel as we recently raised financing from the best European VCs to grow our team and expand our business.

We are looking for an outstanding individual who will join our team as a **Venture Business Developer** to work closely with the founder team to build up a start-up from scratch. In the future we see the potential of this role to grow either into an operations or business development position. Effectively you will be the right hand to the founders working closely with them to make Vanilla Steel a successful start-up.

The role is based in Berlin.

What are your responsibilities?

As Venture Business Developer, your responsibilities will be to support the founders of Vanilla Steel in their objectives of growing their business as well as building sustainable and profitable operations. You will be exposed to a broad range of areas of the company that will evolve in parallel with the needs of Vanilla Steel. Your first tasks will be to:

- Support the Founders in their sales activity (client presentations, preparation of meetings, market research etc.)
- Perform outbound prospecting to companies via email, social selling tools (LinkedIn), etc.
- Structure the sales operations and processes (customer database, customer onboarding, CRM reporting)
- Support the operational activities of the trading platform (prepare transactional data and order confirmations)
- Project manage the venture development process from a business perspective, scope out, and define project timelines (Logistics Services, New Market Entry, etc).
- Support on administrative day-to-day tasks (invoicing, internal documentation, etc)

What do you need to succeed in this role?

- 0-1+ years of experience in fast-paced environment; Sales or Operations
- Recent grad or working towards a degree in a Business-related program
- A self-starter with a track record of successful, credible achievements
- Ambitious, results-oriented and target-driven mentality
- Strong quantitative skills, structured thinking and can-do attitude
- Solid organizational and time management skills
- Demonstrate excellent interpersonal skills
- Proficient in using large databases, Google-Suite, CRMs and LinkedIn
- Excellent verbal and written communication skills
- Proficiency in English; German language skills are a BIG plus

Job Perks/Benefits:

- First hand experience with a exciting Berlin tech startup on a steep growth curve
- Work closely with an experienced Founder team, keen to train and invest on you
- Unrivalled autonomy and ownership as an early employee
- Open and fun shared working environment/culture
- Work in a cool and famous co-working space located in the heart of Berlin
- This position could lead to a part-time or full-time opportunity in the future
- Competitive compensation

If you are interested to join Vanilla Steel, please send your CV and a short motivation letter to alexis.ducros@vanillasteel.com and specify your availability.