

Sales Analyst (Intern)

Sales & Business Development Team – Berlin, Germany

Sales Analyst

Envio is a technology services provider for building automation and automated indoor agriculture. Our customers are the largest utilities, property portfolio managers, and public/government entities on Earth. As a Sales Analyst, you will work closely with our Sales and Business Development Team to understand the needs of our world-class customers .

We are looking for someone with a strong analytical background, critical thinking, problem solving skills, and a keen attention to detail. You will be expected to build and maintain strong relationships, demonstrate professional accountability, and continuous follow up to achieve success.

Our ideal candidate has an interest in or is already studying Building Automation, Real-Estate, and the energy market, and is able to utilize their education and experience to create efficiencies with our current team and process.

We expect you to leverage the freedom and agency we provide to own the monitoring, analysis, and active reporting for the entire sales cycle. You will have the opportunity to develop key processes, overcome critical pain points, and work on a dynamic team.

At envio we are:

Collaborative - We believe teams solve big problems together

Resourceful - Workable solutions exist for every problem

Resilient - Try a dozen things a hundred different ways if that is what it takes

Disruptors - We invent things people didn't know they needed but can't live without

Pioneers - We take on complex challenges using new tools

Each one of our values is a part of our everyday interactions.

Responsibilities:

- Work in conjunction with sales, project implementation and customer success to identify and define clear and simple process steps
- Implement, manage, and drive successful use of Zendesk Sell CRM platform
- Conduct innovative market research to help contribute to a growing market strategy
- Establish a strong rapport with existing customer facing teams

Minimum Qualifications

- Currently enrolled in a degree program
- Ability to live and work in Germany
- Demonstrated skills in Microsoft Office
- Speak fluent business English Ideal Candidate

Ideal Candidate

- Experience working with a CRM systems