FINDWAYS is a financial consultancy based in Germany and France specializing in subsidies. We support companies and institutions throughout Europe in identifying, evaluating, and realizing eligible projects and plans.

In order to further develop our activities and to support the current high demand, we are looking for a full-time technical consultant (m/f/d) with immediate effect or by arrangement. The place of work is HYBRID (office + home office).

**This challenge awaits you :**

* Planning and consulting of funding projects in cooperation with customers incl. cooperation with project managers
* Assesment of eligible projects of all kind
* Preparation of technical reports and documents, if necessary, for the purpose of submitting applications
* Supporting the Business Developer team during initial discussions and customer meetings
* Participation in congresses, events, etc..
* Induction and training of new employees
* Invoicing succesful applications to the customer

**What we offer :**

* Structured and professional familiarisation with all topics and processes
* Attractive remuneration plus a percentage bonus on the turnover generated
* Hybrid work. Office in the heart of Munich (3x office, 2x remote)
* Fast career opportunities to management positions due to strong growth of the company
* Ongoing training programmes and team events

**What you bring with you :**

* Ideally (not a must) professional experience in applying for public funding
* Open and team-oriented personality with a confident manner, organisational skills and very good communication skills (very good German/good English)
* Schnelle Auffassungsgabe sowie sorgfältige und gewissenhafte Arbeitsweise
* Successfully completed Bachelor's or Master's degree in the field of computer science, natural sciences, (business) engineering or related disciplines (doctorate is a bonus)
* Quick comprehension as well as careful and conscientious working methods
* Enjoy learning new things every day and immersing yourself in a wide variety of projects

We see this as a good opportunity for interns to develop their skills and we look forward to welcoming you to our team. If you have any questions or concerns, please feel free to contact our manager Franz-Josef Kaiser, who will be happy to help you: 01702216826.

Intern in sales management:

Job offer details

**Overview**:

As a Sales Management Intern, you will support the sales team and sales management in various tasks to gain practical experience in the field of sales management. You will work closely with experienced sales professionals and participate in various sales activities to gain insight into the sales process and further develop your skills.

**Success factors:**

To be successful in this role it is important to be proactive and have excellent communication skills. You should be able to interact effectively with customers, conduct market analyses and support the sales team in achieving their goals. Flexibility, the ability to work in a team and a fast learner are also crucial to fulfil the requirements of this position.

**Importance for the company:**

The Sales Management Intern position is of great importance to the company as it helps to increase the efficiency of the sales team and achieve the company's sales and customer acquisition targets. As a member of the team, you will help to optimize the sales process and drive the company's growth.

**Responsibilities**:

• Supporting the sales team in lead generation and identifying potential customers

• Analyzing sales data and preparing reports for management to evaluate sales performance

• Participate in sales meetings and assist in the development of sales strategies and plans

• Conduct market and competitive analyses to gain insight into the sales market

• Maintain customer relationships and assist with customer support to ensure long-term customer retention

**Qualifications :**

• Excellent communication skills, both written and verbal

• Team player and the ability to work in a dynamic environment

• Analytical skills and the ability to interpret complex data

• Quick comprehension and the ability to quickly familiarize yourself with new areas of responsibility

• Degree or interest in business, marketing, or a related field

We see this as a great opportunity for interns to develop their skills and we look forward to welcoming you to our team. If you have any questions or concerns, please contact our manager Franz-Josef Kaiser, who will be happy to help you: 01702216826.