

Working Student in Business Development/Sales – DACH Region (m/f/d)

Do you want to support the advancement of innovative technologies in an agile, award-winning scaleup? Are you excited about working in a small team of friendly and dedicated colleagues? Would you like to contribute to the growth of our company and help expand our business in the DACH region by assisting in planning, analyzing, and optimizing business processes? Do you enjoy keeping an overview and helping to create strategic recommendations? Then you're in the right place with us!

WHO WE ARE

Plasmion GmbH is a dynamic scale-up revolutionizing mass spectrometry with its novel ionization technology. Our mission, **#RethinkingLabs**, drives us to make mass spectrometry – already the most powerful chemical analysis technique – more accessible and impactful across industries that have never used it before.

YOUR ROLE

As a working student in Business Development for the DACH region, you will actively support our team in continuously analyzing and improving business processes. From acquiring new customers to optimizing the entire sales process, you will gain valuable insights and have the opportunity to contribute creatively and proactively.

- Planning, analyzing, and optimizing business processes
- New customer acquisition in the DACH region: You will assist our sales team in identifying and reaching out to potential clients in Germany, Austria, and Switzerland. This includes proactive outreach via email and cold calling. You will receive training in acquisition methods and gain hands-on experience in lead management.
- Analyzing key performance indicators and developing strategic recommendations
- Optimizing lead generation & CRM measures with a focus on the DACH market
- Sales data maintenance and analysis

WHAT YOU SHOULD BRING

- You are an enrolled student and passionate about the development and growth of a young company
- Proficiency in MS Office
- Fluent German and good English skills (spoken and written)
- Ability to work analytically, independently, and solution-oriented
- Friendly, open-minded, and enjoy engaging with people in discussions
- Enthusiasm for varied tasks and a willingness to take on new challenges alongside motivated colleagues

Preferred but not required:

- Basic knowledge and interest in chemical and instrumental analysis
- Previous experience with sales
- Additional language skills
- Ongoing studies in a business-related field (e.g., Business Administration, Economics, Management, or a similar discipline)

WHAT WE OFFER

- Competitive salary
- A motivated and open-minded team of dedicated and skilled colleagues
- An ergonomic workspace
- Full involvement in all processes as a valued team member, actively shaping the future of our company
- Open company culture with flat hierarchies
- A scaleup atmosphere with plenty of creative freedom
- Challenging and diverse tasks
- Flexible working hours: We will discuss your options to align the job optimally with your studies. You are also welcome to take on more responsibilities during semester breaks.

[Apply now](#) and join us in [#RethinkingLabs!](#)