Student: International Digital Sales Assistant

tocario is creative, innovative, dynamic, geeky - just different!! Are you a tocarian??
tocario is dedicated to changing the way we use our digital devices for daily work. We develop the workplace of the future. We are a young and hungry team redefining enterprise technologies by closing the gaps virtual desktop technologies have had for decades. This is your chance to be part of an international technology revolution.

Position:
tocario is seeking a talented student as International Digital Sales Assistant based out of Stuttgart to join our growing team. DSAs are responsible for identifying and qualifying sales opportunities and generating leads through digital campaigns and social media. You will be working closely with regional sales and business development.

Skills and Requirements:
We are seeking a sales personality with a hunger for success:
• Passion for building customers from cold lead generation to managing relationships.
• Expertise in data driven sales, B2B social media and market research.
• Convincing and winning personality on the phone and face to face.
• Excellent language skills in both German and English.
• You are self-motivated and have the ability to thrive in a results-oriented environment.
• You are a bright, fast thinker with a strong analytical ability and a tendency towards accuracy.
• You are fun to be around and a team player with high energy.

Responsibilities:
• Generate, identify & qualify sales opportunities via email, telephone and social media.
• Drive new business with outbound prospecting and cold acquisition.
• Manage and monitor B2B social media channels and campaigns.
• Answer and process incoming customer requests, live chats and calls.
• Record lead and prospect activity in Sales tools to ensure efficient lead management.
• Set-up calls with our Sales Executives and prospective customers and partners.
• Help build and integrate marketing automation tools and processes.

tocario offers:
• a production proven, innovative product with international partners and customers.
• a dynamic, results driven environment with unlimited learning opportunities.
• a cool office location in the heart of Stuttgart within a vibrant start-up community.
• the possibility to play an active part in the company with an experienced and hungry team.
• the opportunity for personal and professional growth.