

# YOUR CAREER

## Student Assistant (m/w/d) for International Sales

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### Our company

To enable people to work safely in adverse environments and reduce greenhouse gas emissions, indurad has been developing innovative sensor solutions for the world's leading raw material producers since 2008. We combine hardware, software and engineering solutions to enable process automation and increase efficiency for our customers. We can automate train and ship loaders, implement active collision protection and create 3D visualisations of machines and stored raw materials. Our specially developed radar sensors with customised software solutions can be used in harsh environmental conditions, making them tailor-made for the diverse and demanding requirements of the mining and raw materials industry. We are a diverse team of talented, innovative people focused on making positive change at scale.

### We are looking for

A motivated student who wants to support our sales team in our headquarter in Aachen with proactive lead generation (cold calling, emailing, prospect research). Students of any discipline may apply for this job, while technical or commercial background is beneficiary, but not a must-have.

### Your Tasks

- Supporting the sales team in identifying leads via telephone (cold calling) and social media (e.g. LinkedIn)
- Documentation of call and email activities in the CRM system (Customer Relationship Management)
- Market analysis and web research
- Co-Management of customers
- Preparation of presentation material
- Reporting

### Your profile

- Fluency in English is a requirement for the position (all further languages are a plus)
- You enjoy telephone acquisition or want to learn how to do it efficiently through practice
- You are curious and able to motivate yourself
- You are characterised by your determination as well as by your open-minded and outgoing nature
- Previous experience in acquisition and sales is a plus, but not a requirement

### What you can expect from us

- Integration into in a committed sales team
  - Learning of sales skills, involvement in various aspects of active sales work
  - Flexible working hours
  - We offer an ergonomic workplace with a feel-good factor, drinks, free parking and enough space for your own initiative
  - Direct lines to management and superiors, open communication, a relaxed dress code and "you" are a matter of course with us
- You have the chance to receive a company pension, a business bike and a childcare allowance

Please send your complete application documents (max. 5 MB), stating your work capacity (hours per week) and including your salary expectations and earliest possible starting date, by e-mail to [personal@indurad.com](mailto:personal@indurad.com).

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