



We are looking for a

Business Development(f/m)

Werkstudent/Intern

We really love our customers and want them to love the service we offer. We appreciate supply chain finance can be confusing for many ecommerce businesses. Working in the fulfin Business Development Team you will learn the art of solution selling and help the customers to better understand their financing need offer them the most appropriate solution.



Responsibilities

- Participate in sales initiatives including our own events and conferences
- Promote product adoption and subsequent renewals to drive our business growth
- Create sales documents and build optimised and scalable processes in our CRM
- Prepare sales statistics and presentations for the leadership and investor reporting

Profile

- Experienced / Interested in ecommerce or fintech with a high degree of empathy for our customers
- A Self-starter with strong analytical ability and great communication skills
- Studying towards a science, technology, business degree or relevant experience
- Business level English and German

Benefits

- Cool scale-up office in the Werksviertel of Munich
- Free Yoga, Pilates, Table Tennis, Table football.
- Team lunches and Afterwork events
- Supercharged learning opportunity & close interaction with the founders
- Attractive werkstudent/intern package including the possibility of late fulltime employment.

🏠 www.fulfin.io 📍 Atelier Str. 29, 81671 Munich

Our vision

Our vision is to guarantee that every online-enabled business receives the financing that they deserve. That's why we are working relentlessly to deliver our customers frictionless access to fair and transparent credit. We use online business and financial data plus an integrated supply chain to recognize and fund well-run growth companies.

Our Culture

Trust and transparency are essential to the way we work and we have a healthy disrespect for hierarchy. We embrace boldness and tenacity and offer an environment where you can tackle big challenges and take on responsibility. We expect your full commitment and in return offer you the chance to help shape our organization in this exciting growth phase of our story.

Our Team

Our leadership has worked in fintech since before the word was even used. We are problem solvers who thrive in an uncertain and changing environment. Our diverse international team is talented, hardworking and humble. We treat everyone with respect and enjoy working together to realise the fulfin vision. We never take ourselves too seriously and only those with a sense of humour should apply!

✉ Talents@fulfin.io 🔗 linkedin.com/company/fulfin-io