

Role : Business Development Internship (m/f/d)

Location : Berlin, Germany - ONSITE*

**This role is fully onsite 5 days a week*

A next-generation supply chain platform, the company is redefining how one of the world's largest industries sources, distributes, and finances materials. Engineered to unlock the full potential of global trade, it harnesses agentic AI and workflow automation to provide seamless, high-efficiency access to premium materials at scale.

Since its commercial rollout, the platform has fueled exponential growth, optimizing procurement for thousands of businesses while setting new benchmarks for speed, transparency, and efficiency. Its competitive edge lies in full digitization and AI-driven supply chain management automation, eliminating inefficiencies and creating a direct, intelligent bridge between suppliers and buyers.

Key Focus

- **Lead Distribution & Sales Support:** Manage and distribute new leads across the team and **support the sales team** in day-to-day business development activities.
- **Prospecting & Outreach:** Prospect and assist in identifying and reaching out to potential clients or partners through various channels, including email, phone calls, and social media.
- **Customer Communication:** Plan and execute **weekly sales newsletters** and updates for customers, ensuring clear and engaging outreach.
- **Operational Support:** Assist with **ad hoc business activities** to support the sales and business development functions.
- **Problem Solving:** Identify existing process challenges and propose actionable, creative solutions.
- **Learning by Practice:** Develop your business acumen through hands-on execution and collaboration with the team.

Ideal Candidate

- **Commercially Driven:** You love building relationships, spotting opportunities, and turning them into revenue. You understand what drives growth and take pride in closing deals that create real value.
- **Analytical & Strategic:** You use data and insights to shape decisions, identify trends, and solve problems creatively.
- **Strong Communicator:** Fluent in German and confident in English, you can influence, negotiate, and collaborate effectively with clients and colleagues.
- **Adaptable & Resilient:** You thrive in fast-paced, evolving environments and stay focused under pressure.
- **Global Thinking:** Understanding of international trade and supply chains is a plus

Why Us?

- A fast-paced environment with real ownership and ability to make impact and grow
- Access to Founders who are experienced (3 companies, 2 exits)
- Collaborate with top-tier investors and angels, including unicorn founders and leading market experts.
- Enjoy a great atmosphere in our central Berlin office with monthly all-hands, team events, and shared lunches.

Ready to grow with us? [Apply Now !](#)