

Student job, part time position

Keywords: Sales, Marketing, B2B, Business Development, Aviation

A challenging job as student assistant (Sales representative)

In Sales and Marketing, we are responsible for growing the business and customer base from selling Better Airport®. Better Airport® is our cloud-based software solution and we offer this to airports globally. We want to engage with even more airport customers and are looking for a candidate to help us establish contacts and relations in the aviation industry. If this sounds interesting, then continue reading!

As our student assistant you will be part of a team consisting of a marketing manager and reporting to the Director, Sales & Marketing. We work closely with our consultancy team and top management. Together we solve a range of interesting tasks and have the responsibility for developing and executing our marketing strategy on the B2B market.

Your role will primarily be to act as sales representative and handle incoming leads from our marketing automation campaigns. You will follow up by email and phone with the aim to book meetings and software demos. Furthermore, you will also be asked to research prospect accounts and identify key stakeholders. All documentation is handled in our CRM system so solid training in Salesforce is also part of the job.

Outgoing and independent sales profile

We seek a person who is currently studying a relevant degree and preferably has a few years left so that we can engage in a longer-term partnership. We are experiencing a lot of growth and have identified a strong growth potential, why we expect to expand our Sales and Marketing team over the coming years, and we see this as an opportunity to develop our coming business development manager already now.

The right candidate must be strong in written and verbal communication and enjoy thinking outside of the box as well as always challenge a "no". You must be able to work independently and in a structured way and secure that leads are followed up on a continuous basis.

On a personal level you have a drive, combined with the desire to learn, and deliver. You must be result orientated and able to motivate the "hunter" in you.

Copenhagen Optimization

At Copenhagen Optimization, we deliver solutions that enable airports to work smarter. We are not here for the fancy PowerPoint and complex Excel sheets - we are here to make a notable difference. To achieve this, we challenge our clients, and we expect them to be ready for change. We are based in Copenhagen and work with clients across the world - in both the public and private sectors. Established in 2014, Copenhagen Optimization is now a market leader within airport planning software – and we are getting ready to accelerate our growth!

We offer

A working week of 15 - 20 hours and with flexibility when it comes to planning of those hours, days etc. We will also be supportive of planning around exams, studies, and private life. We offer excellent opportunities for personal and professional development in a maturing start up where you can make a difference.

We want to hear from you!

Are you ready to hit the ground running, as part of the Sales & Marketing team at Copenhagen Optimization?

Then we look forward to receiving your application no later than the 24th of October 2021

If you have questions to the position then feel free to reach out to Director, Sales & Marketing, Sarah F. Procter tel. +4530914679 or email procter@copopt.com

Please send your application to pc@copopt.com and send it as soon as possible. We are running interviews on a continuous basis and plan to recruit as soon as we find the right candidate, which means the position can be filled sooner than the submission deadline date.

Deadline:

October 24, 2021

Apply to:

pc@copopt.com

Questions? Contact:

Sarah Procter, Director Sales & Marketing

Phone: +45 30 91 46 79

