



YOUR NEW CHALLENGE?

## SALES & ACCOUNT MANAGER (m/f/d)

We are looking for a highly motivated (Senior) Sales & Account Manager who pushes forward our sales and ensures highest customer satisfaction on our way towards a climate-friendly and data-driven transport sector.

Do you want to become part of our mission to get transport emissions to net-zero by enabling our logistics clients to make the right decisions?

### WHAT WE OFFER YOU

- A purposeful position, contributing to global carbon-reduction
- An inspiring work environment in the beautiful Speicherstadt
- The opportunity to quickly take responsibility and bring in own ideas
- Flexibility in designing your own tasks and priorities
- Active support in learning new skills quickly
- A motivating work atmosphere to make a difference

### YOUR ROLE

- You are a key representant of the product for potential customers
- You develop our business development strategy and take on responsibility for its creative implementation
- You are a central part of our fast-growing team and contribute to an increasing customer base and international market penetration
- You prepare the end-to-end process and connect with new contacts to further improve our sales performance
- You will dive deep into the topics of logistics, decarbonization, and sustainability

### YOUR PROFILE

- You are enthusiastic about sustainability, logistics, and selling SaaS solutions, able to understand customer needs and close deals
- You have practical experience in B2B-sales or business development, ideally in the context of data-driven services in a startup environment
- You are a strong team player and strong at communicating with internal and external stakeholders
- You are experienced in B2B lead management and preparing high-quality presentations, especially with PowerPoint
- You are self-organized, think strategically, and can explain complex topics on-point
- You are proficient in German and English
- And finally, you have a good sense of humor 😊



# shipzero

We are looking forward to you and your application - ideally with a short cover letter in German or English and a notice of your availability.

## CONTACT

📧 [welcome@appanion.com](mailto:welcome@appanion.com)

📍 Appanion Labs GmbH  
St. Annenufer 2  
20457 Hamburg

🌐 [www.shipzero.com](http://www.shipzero.com)