

Impact Hub Berlin is looking for a creative **Business Development & Sales Expert** to help us in developing and selling new partnerships and programmes that create real impact.

**Position:** Business Development & Sales Expert  
**Employer:** Impact Hub Berlin GmbH  
**Location:** Friedrichstraße 246, 10969 Berlin, remote is possible  
**Duration:** **Freelance** 50% for six months, opportunity to convert into employment afterwards  
**Starting date:** ASAP  
**Deadline:** **03.02.2021**, applications accepted on a rolling basis  
**Language:** German and English, both min. **C1 Level**

## Excited To Create Impact Together?

[Impact Hub Berlin](#) empowers entrepreneurs and organisations to create innovative solutions for people and the planet. Since 2014, we've worked to connect, enable and inspire our network to scale ideas for a future that works for all. We coordinate a community of impact-driven members, host a creative space for engaging events, and run a consultancy for social innovation and sustainability. As part of the Impact Hub global network, founded in 2005 and now made up of 100+ locations and over 16,000 members, we're both locally rooted and globally connected in our mission to help achieve the UN's Sustainable Development Goals.

## Role & Responsibilities

Over the past six years, Impact Hub Berlin has built an extensive network and strong expertise in supporting social entrepreneurs and organisations to ideate, build, and scale impactful solutions to the SDGs.

In 2021, we're focusing our activities within four ecosystems, namely Circularity, Green Tech, Diversity & Inclusion and Sustainable Food. Within

each ecosystem, we connect entrepreneurs, investors, consumers, governments, corporates, and other organisations.

Each ecosystem is made up of several building blocks like community-building, events, publications and accelerator programmes.

Together with the Business Development & Sales team, your goal will be to scout, approach and convince the right corporate, government and foundation partners to help us develop a solid financing structure for each ecosystem.

**Your responsibilities will include:**

- Fundraising and financing of new programmes and partnerships;
- Support and expansion of existing partnerships;
- Contributing to our business development strategy;
- Researching and scouting potential corporate, government and foundation partners;
- Writing technical and financial proposals in close collaboration with our Consultancy Team;
- Presenting and successfully negotiating proposals with representatives of partners.

**You would make an amazing Business Development & Sales Expert if:**

- You can inspire others with your ideas and know how to finance them through fundraising and sales;
- You present yourself confidently to diverse partners and have relevant facts to back up your ideas;
- You have a solid personal network amongst impact organisations, corporate partners & startups in Germany and beyond;
- You like to work independently, on your own initiative, and responsibly, building things up and driving them forward;
- You can identify the value of potential partners, and customise offers and proposals accordingly;

- Detail-oriented and structured work is in your nature;
- You identify with the core values of our organisation: collaboration, trust and courage;
- You have 5+ years of business development and sales experience (in the field of impact, innovation and acceleration services would be a plus).

### **What's in it for you:**

- Purpose-driven work within a leading international network for impact innovation;
- Competitive remuneration;
- The freedom to work autonomously and in an entrepreneurial environment;
- A deep insight into Impact Hub's local and global work;
- Integration into a large network of social entrepreneurs and innovators.

If you don't feel you meet the requirements but can make a strong case, please get in touch anyway. We value diversity and encourage all applicants regardless of gender, nationality, ethnic or social origin, religion, ability, age, sexual orientation or identity.

### **How to apply**

[Please fill in the application form to apply.](#)

You'll be asked the following questions:

- Level of hard & soft skills:
  - Language proficiency
  - Areas of expertise
  - Communication skills
  - Collaboration skills
  - Tech tools

- Analytical skills
- What result (in terms of sales & business development) are you most proud of?
- What is your favourite animal? Share with us why. :)
- What makes you want to work at Impact Hub Berlin?
- What would be your preferred starting date?
- What are your salary expectations? (day rate in EUR)
- Can we get the link to your LinkedIn profile?
- Upload your CV
- Letter of motivation, a previous case study (optional)