



## About us

We digitize the logistics industry, a €250+bn market in Europe! As the leading online road freight forwarding company in Germany, we offer business customers a fully digital booking experience for logistics services – with one click only and as simple as online shopping.

## New Business Developer (m/f/d)

We are looking for you to further accelerate our strong growth phase in our base in Berlin. Our Growth-Team is responsible for client acquisitions and customer retention and thereby plays a central role in the company's success! As a member of our team, you will interact with customers and transform InstaFreight as a forwarding company to the market leader in the European road-freight traffic.

Our team members acquire customers, keep in close contact with them and play a vital role in the development and implementation of our marketing strategies and campaigns. In the future your main tasks include:

- You acquire and manage client portfolios in all of Europe
- You are in the driver's seat – the speed of your personal and professional growth is determined by you with full support by us

- You are smart, understand logistic challenges of our customers and transform them into potential sales volume
- You build relationships with our clients and will become their contact person for logistic questions
- You work hand in hand with our operative teams as well as Supporting Functions
- You grow with your challenges and become a logistic expert on the job

## Your Profile

- You're currently enrolled in a study programme focused on marketing, business administration or economics
- You're at least available for a period of three months for an internship
- You've already gained first work experience in sales (ideally B2B) or in customer service
- You love to challenge yourself and you are able to cope with pressure
- You're a true team player with a positive attitude who works with drive and enthusiasm on projects
- German is your mother tongue and you're fluent in English
- You have fun working hands-on and your analytical mindset helps you to think in a solution-oriented way

## WHAT WE OFFER

### Take the driver seat

- **Take charge** - From day 1 on, be in charge of your own tasks and make meaningful and responsible decisions.
- **Realize your ideas** - Be creative. Be innovative. Expand your horizons and show initiative. We help you turn your vision into a reality.
- **Learn from your mistakes** - Take risks, make mistakes and learn from it.

### Hit the gas pedal

- **Be in charge of your own pace** - From the beginning, work on exciting and challenging projects which guarantee a steep learning and development curve - on a factual as well as a personal level.
- **Draw from the full source of inspiration** - Eager for knowledge and full of enthusiasm? For this we offer you a broad variety of learning and advanced

training opportunities; from our internal “Workshop Wednesday” to selected specialist literature up to extreme education and training.

- **Fulfill yourself** - Bring out your hidden potential, reach out for the stars and move over big heads.

#### Enjoy the ride

- **Learn from the best** - We combine logistic-expertise with entrepreneurial thinking, a startup mentality and the vision to revolutionize a whole industry.
- **Experience our team spirit** - Become a part of our dynamic and determined teams which have short communication ways and a flat hierarchy. We support each other and hold together.
- **Have fun** - We are more than colleagues. During parties and events we regularly spend time together and strengthen our team spirit. For a productive work environment we offer you everything you need: From cold drinks, breakfast and fresh fruits to exciting ping-pong games up to numerous employer offers and benefits for gyms and sport programs.

Have a sneak peak into “Working at InstaFreight” and the “InstaFreight Culture”:



We are looking forward to receiving your application either in German or in English. Please send us your CV and your earliest possible starting date - apply [here](#) or send an email to [jobs@instafreight.de](mailto:jobs@instafreight.de).

**We revolutionize logistics! Hop on the truck and become part of the  
InstaTeam!**