

Looking for a student job as a
Sales Development Representative
in Munich?

allo

Join allo.

Join one of the fastest
growing **food startups** in
Germany!

We are allo - the digital backbone of restaurants, the future of gastronomy, and the reliable partner of local businesses.

We are bringing a revolution to local restaurants and empowering them to do great in business.



Your responsibilities:

- Active identification and outreach to potential restaurant customers through various channels such as phone, email, and social media
- Qualification of leads, arranging of meetings and handover to the Sales Executive
- Building and maintaining a robust pipeline through continuous market research and lead generation
- Regular reporting on your activities and results to the sales management
- Collaboration with the sales team to maintain a steady pipeline to achieve daily KPI's
- Participation in product and sales training

What's in for you:

- Very competitive working student salary
- Working closely with founders
- A very international and diverse team
- Regular team events and office perks
- Great office at the centre of Munich
- Modern work equipment (Apple)
- Health benefits

What we are looking for:

- Currently enrolled at a university
- Strong interest in Sales and eager to grow within this field
- Ideally, initial professional experience in sales or lead generation
- Analytical thinking and the ability to identify customer needs and present suitable solutions
- Enthusiasm for building customer relationships
- Goal-oriented work approach and the motivation to actively tackle challenges - you don't accept a no
- Proficiency in English along with native or excellent language skills in one or more of these languages (Chinese, Indian, German, Vietnamese, Italian, Turkish)

Sounds
like you?
Say hello.



careers@allo.restaurant
www.allo.restaurant

