

# IMAGINE A DREAM JOB

AND NOW TRY HARDER!



## ABOUT US

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Discover your personal coffee taste! Our mission at Pourista is to offer individualized coffee for consumers and businesses.

With our unique user experience and methodology we empower everyone to explore the coffee that matches their taste and needs. All our coffees are traded directly and produced locally in Mannheim - certainly under the highest quality and sustainability standards.

Our offers include individualized & personalized coffee roasts for corporates, Shop in shop concepts and pop-up coffee stores.

## CONTACT

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## JOIN POURISTA AS A BUSINESS DEVELOPMENT INTERN!

### YOUR TASKS

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- Acquire new customers and develop strategic partnerships for cross- and re-selling
- Support the team in the sales process and take over your own key accounts to push monthly growth.
- Develop and structure a online and offline mass customization process.
- Conduct market research to prepare market entry in selected European cities.

### YOUR PROFILE

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- You're excited to join a young early stage startup & passionate about coffee!
- You're a strong communicator (German & English) who knows how to get the job done quickly and effectively.
- Prior experiences in startups, strategy or sales are a plus.
- All backgrounds are welcome!
- You finished your first year at University of Mannheim

### WHY DREAMJOB?

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- A cool office and laid back startup atmosphere
- The best coffee in town and the skills to make it!
- A competitive compensation (fixed + performance based).
- Insights into the daily life of a fast growing early stage startup.
- Work with a versatile and multidisciplinary team of serial entrepreneurs.