



SALES & MARKETING ASSOCIATE

(f/m/d) | Part-time/Full-time | 📍 Spillern, Niederösterreich

The future of building is green – join our team and co-create it!

Hempstatic is an #impact #contech startup from Vienna-Spillern specialized in the production of beautiful and healthy sound insulation modules.

We produce insulation materials that are chem-, plastic- and toxic-free stand out with natural fire-, pest- and mold-resistance.

By applying Circular Design principles, we work towards increasing the rate of biogenic raw materials in the building sector, while simultaneously reducing CO₂ emissions in production and significantly decreasing waste at the end-of-life.

Our team is growing, and we are looking for a **SALES & MARKETING ASSOCIATE** passionate about sustainability, circular economy, and bioeconomy.

You will actively participate in the implementation and creative development of our sales and marketing strategies and initiatives, nurture and build customer relationships and contribute to the sustainable growth of the company.

YOUR ROLE AND SCOPE OF ACTION

- **Market Research and Data Analysis:** You conduct extensive market research and analysis, supporting sales activities such as pipeline management, customer acquisition, and CRM system updates. You collect and analyze data and trends related to customer preferences and purchasing behavior.
- **Market Optimization:** You enhance the competitiveness and profitability of our products by researching, identifying, and leveraging on market opportunities through an understanding of consumer demands.
- **Goal Achievement & Sales Support:** You assist the team in achieving our operational, marketing and sales goals. You monitor and pursue sales and business development opportunities and provide active support.
- **Customer Relationships:** You maintain relationships with existing customers and create new ones. You listen to and understand customer needs and effectively communicate with customers, partners, and stakeholders.
- **Marketing Strategies:** You contribute to the development of marketing strategies for our products or services.
- **Content Creation:** You support the team in creating and proofreading marketing materials, including web content, brochures, flyers, catalogs, blog posts, and press releases. You keep our online and offline presence up to date.
- **Process Optimization:** You take on administrative tasks, actively participate in improving and developing our internal processes, and support the team in various operational tasks.
- **Event Coordination:** You coordinate events such as trade shows, conferences, seminars, or product launches and represent our company at events.

REQUIRED QUALIFICATIONS AND SKILLS

- You have an **education in marketing, sales**, or a related field, and at least **1 year of working experience**.
- You bring excellent written and verbal **communication skills in German and English**, and outstanding presentation skills. You can communicate or present complex topics in a simple and clear manner.
- You have **strong interpersonal skills** and the ability to interact with various personalities and successfully build relationships.
- You have advanced skills in **MS Office** and can work with **graphic tools** such as Adobe Creative Suite or alternatives.
- As a **team player**, you are characterized by proactivity, ambition, adaptability, and attention to detail.
- You have **organizational talent** and maintain a high level of accuracy in your workflow. Time management skills are among your strengths, and you can independently prioritize tasks and effectively manage schedules.
- You possess **strong problem-solving abilities** and can identify the causes of problems and find solutions.
- You can **work effectively and goal-oriented** even in stressful situations.
- Experience in a startup environment and knowledge in the field of bio-based/mineral building materials are advantageous.

WHAT AWAITS YOU

- **Highly impactful position** with a positive impact on the environment and bioeconomy in a **high-profile company** supported by the Austria Wirtschaftsservice, EIT Manufacturing, and the New European Bauhaus.
- **Modern startup atmosphere** offering exciting prospects for growth.
- Working culture driven by **excellence and innovation**.
- The opportunity to make decisions on an **equal footing**.
- Office in a **state-of-the-art sustainable facility** powered by renewable energy (solar and geothermal).
- **Brand new laptop + smartphone** for your daily operations.
- An **international network** in the bio-based, startup and innovation industry.
- Opportunities for **business travel** within Austria and internationally.
- **Continuous development** through educational and professional trainings and workshops.
- **Flexible employment** options, part-time or full-time.
- Starting at **€ 30.000** gross annually on a full-time basis, the salary is flexible and subject to increase based on qualifications.

YOUR CONTACT POINT

Do you want to make a sustainable impact on the environment and society through your work?

Together, we will shape a greener future for the building materials sector.

Apply now!

Please send your comprehensive application documents, including a personal statement of motivation to careers@hempstatic.at by no later than the **30th of November 2023**.

We look forward to your application!