

Assistant Partnership Specialist for Binclusive (with Erasmus Grant)

About Us

At Binclusive, we envision a world where everyone can access digital software and content equally. Currently, 96% of the internet is not accessible to the 1 billion people with disabilities. We are dedicated to developing technologies to solve these accessibility issues. We are a rapidly growing startup, backed by one of Turkey's most prominent funds and supported by influential individuals from Turkey and around the world on our advisory board.

We are seeking a team member to work directly with the founding team in business development and marketing. This role offers the opportunity to explore various areas, increase digital accessibility, and develop your skills within a startup environment.

Feel free to get more information: www.binclusive.io

Experience in a Rapidly Growing Startup and Help Change the World!

What We Offer:

- **Network Building:** Gain valuable connections in both the startup and corporate worlds.
- **End-to-End Responsibility:** Take on comprehensive roles that challenge and develop your skills.
- **Fun and Inclusive Environment:** Enjoy working in a diverse, inclusive, and casual workplace.
- **Casual Dress Code:** Wear what makes you comfortable.
- **Skill Sharing:** Opportunities to lead training sessions and workshops if you wish.

Requirements:

- Belief in the power of accessibility and inclusion.
- Willingness to learn and grow.
- Strong interest in Sales, Partnerships, and B2B Sales.
- Ability to create processes and follow the sales cycle.
- Team player who empowers their team.
- Excellent communication and presentation skills.
- General knowledge of sales management and B2B sales pipeline management is a plus.
- Familiarity with tools like Google Tools, Trello, LinkedIn, Apollo, and Monday. (no worries we'll help)
- Fluency in English. Extra language is a plus.
- Confidence to voice your opinion.
- Strong time management and self-discipline.
- Currently enrolled in a University or University of Applied Sciences with at least two semesters completed.
- Commitment of at least 6 months.

- Availability to work a minimum of 3 days per week.

Responsibilities:

- Help forecasted sales goals.
- Manage the sales pipeline and source leads.
- Plan and execute sales activities to ensure sales growth objectives.
- Demonstrate the features and benefits of company products to potential clients.
- Set up demo sessions with potential clients to convert them into customers.
- Meet client requirements (responsive, schedule-conscious, etc.) and maintain relationships.
- Provide forecasts, reports, marketing intelligence, and information.
- Attend and represent the company at local and national exhibitions and meetings.
- On-board new clients and maintain communication.
- Contribute to team efforts by achieving related results as needed.