

We are a very unique company – globally successful, with ethically convincing products, stable growth and an enviable working atmosphere. Our market is unique and complex – more than 40 years ago, the first MAM pacifier which combined design, functionality and medical safety, was launched in Austria. Today MAM sells more than 90 million products in over 60 countries on 5 continents annually. Our brand is segment leader in many countries – due to MAM's leading iconic baby design, pioneering product technology, and continuously advancing safety standards. More at: [mambaby.com](http://mambaby.com)



We are hiring for our headquarter in Vienna, Austria, to fill the following full-time position as soon as possible:

## Trainee (m/w/d)

### International Sales & Commercial Excellence



In this position you will work in a culturally diverse, successful and motivated team. Experienced mentors will support you in learning about the industry, building your product knowledge as well as expanding your knowledge of various key areas of the business (e.g. area sales management, forecasting, customer service and different sales-channels). As a team member working in a fast-paced and hands-on business environment, you will be reporting to the Area Sales Lead and contribute to the success of the business.

#### Your tasks:

- Working closely with the Area Sales Managers in order to support them in managing our subsidiaries & distribution partners while learning what it takes to hold these positions
- Identifying new businesses as well as managing and developing customer accounts
- Offering an exceptional level of service to our customers through strong client service skills and effective communication within our Headquarter organization
- Optimization of sales tools
- Analyzing the customer and competitor market
- Creation and implementation of a region-specific sales strategy in close collaboration with our Headquarter and the teams in the subsidiaries

#### Your profile:

- University degree (e.g. Business Administration, Sales & Marketing or equivalent) as well as international experience (e.g. exchange semester, practical training semester)
- 1 – 3 years of first professional experience or internships are beneficial
- Highly motivated mindset and keen to learn as well as excellent communication and analytical skills
- Capable of building strong working relationships at all levels – from production line to boardroom
- Ability to work independently as well as part of a team, in a reliable and structured way
- Fluency in German and English (written and spoken); good Spanish skills and additional languages are beneficial
- Feeling comfortable in a client facing role and professional handling of MS Office Tools (esp. Excel) is a must

**We offer** a diverse 18-months-long Traineeship in a dynamic, international environment of a growing family-run company where you will get to know various key business areas. A highly professional team will be accompanying you on your way. We set a high value on an open and appreciative feedback culture, individual possibilities for personal development and further education as well as an even Work-Life-Balance.

Due to §9 Abs. 2 des Gleichbehandlungsgesetzes we are required to set the minimum wage for this position which will be EUR 1.872,74 gross/month. Nevertheless, we won't settle for minimum standards – you won't either!

If this offer appeals to you, we are looking forward to your application including a CV and the earliest possible starting date via e-mail to [career@mambaby.com](mailto:career@mambaby.com).

We ensure strict confidentiality and are addressing women and men in equal measure.

#### MAM Babyartikel GmbH

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