



Since 2005, we have combined strategic expertise with strong implementation capabilities to achieve success together with our clients, ranging from DAX 40 corporations to successful medium-sized businesses.

Our dynamic corporate structure allows all members of Intero to actively engage in our Competence Centres, which include Digitalization, Procurement, GRC (Governance, Risk and Compliance), IBM Cost Optimisation, IT Financial Management, IT Controlling, and Transformation, in line with their interests. This fosters personal development and the creation of a robust network.

In line with our growth ambitions, we aim to further professionalise our Marketing & Sales function and expand the team.

We are looking for you to join our Sofia team at the earliest opportunity as a

Sales & Event Operations Officer (m/f/d) in Full-time (40h/week)

Your tasks:

- You manage marketing and sales campaigns across all relevant channels (planning, conception & execution).
- You are responsible for end-to-end event management as well as our trade fair presence and sponsorship activities.
- You are responsible for sales & lead nurturing activities to specifically target audiences along the sales pipeline.
- You work in a CRM- and lead-based manner, using primarily Sales Navigator & Dripify to identify, qualify, and manage leads.
- You take on functional application ownership for CRM, Dripify, Sales Navigator, and AI agents, and actively drive the automation of the CRM pipeline.

Your profile:

- You bring several years of professional experience in project management as well as in a marketing or sales environment, ideally in the B2B sector.
- You have experience in event management and in the organisation & execution of trade fairs.
- You work confidently with CRM systems and are familiar with a lead-based approach.
- You are familiar with tools such as Sales Navigator, Dripify, and AI agents, and know how to use them effectively in day-to-day sales operations.
- You work independently, in a structured and solution-oriented manner – even when managing multiple projects in parallel, you keep track of tasks, timings, and resources reliably.
- You communicate confidently and professionally with internal teams and external partners.
- Fluent English and good command of German preferable.

What we offer you:

- Competitive salary with attractive benefits.
- Remote-first work model with flexible, regular hours.
- 30 days paid vacation per year (working full-time).
- A young and dynamic team from different disciplines.
- Exposure to client businesses and real-world challenges of Dax 40 companies as well as SMEs.
- An extremely open and friendly corporate culture that combines fun and commitment to exciting, sustainable solutions and interesting customers.
- Join regular team events in Munich and offsites across Europe.

Would you like to work in an exceptional team and bring a high degree of initiative and curiosity?

Then we look forward to receiving your application!

www.intero-consulting.de/en/career



