

Account Manager (Intern)

Location	Berlin
Employment type	intern
Schedule	full-time
Seniority	entry-level
Department	Trading BU

Your mission

We're looking for a commercially curious, AI-enthusiastic intern to join our Trading team and take real ownership of client relationships across the DACH region. You'll work directly alongside our Head of Sales and our Steel Trader, getting hands-on exposure to live steel deals from day one.

This is not a shadow programme. From the start, you'll be managing real accounts, coordinating active deals, and gradually taking end-to-end deal ownership as your skills grow. For the right person, this is a direct path to a permanent Account Manager role.

You Can Expect To:

- Manage and support existing DACH client relationships - buyers and suppliers - with growing autonomy over time
- Coordinate active deals with our Operations team to ensure smooth execution and logistics
- Conduct targeted outbound outreach (cold calls, emails) to expand our DACH client base
- Maintain and manage your pipeline in HubSpot - clean CRM is non-negotiable
- Analyze pricing inputs and market signals to support deal decisions alongside the trading team
- Use AI tools actively to improve your workflows, research, and client communication

Your profile

Must-haves:

- Native German and business-level English
- Genuine enthusiasm for AI and technology - you actively use AI tools and want to build with them
- Entrepreneurial mindset - you create your own structure rather than waiting for one
- Based in Berlin or willing to relocate
- Valid right to work in Germany
- Available full-time (40h/week)

Nice to have:

- First experience in sales, trading, consulting, B2B, or client-facing roles
- Familiarity with HubSpot or similar CRM tools
- Interest in commodities, industrial markets, or supply chain

Why us?

- Real deal ownership from day one - not a slide-deck internship
- Direct mentorship from Head of Sales and Steel Traders
- AI-first culture: we use and build with AI tools, and we expect you to as well
- Clear path to permanent: perform in 6 months and the Account Manager role is yours
- Urban Sports Club membership · BVG ticket subsidy · Regular team events

Apply

<https://vanilla-steel-gmbh.jobs.personio.com/job/2649019>

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