

Account Manager / Sales Manager – DACH (Steel Trading, B2B)

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

Your mission

We're looking for a driven and entrepreneurial Account Manager / Sales Manager to own and grow our steel trading business in the DACH region. Your core mission is to grow regional P&L by sourcing, negotiating, and executing profitable B2B steel trading transactions while building long-term relationships with suppliers and buyers.

This role blends B2B sales, account management, trading, and business development and plays a key part in scaling Vanilla Steel's commercial footprint across Europe

What you'll do:

- Own and grow Vanilla Steel's steel trading & brokerage activity in the DACH region
- Act as the main point of contact for German-speaking buyers and suppliers
- Source, negotiate, and close profitable steel trading deals
- Manage the full deal lifecycle: pricing, contracts, coordination with operations & logistics
- Proactively identify and approach new customers via cold calls, emails, LinkedIn, and meetings
- Develop and manage your own customer portfolio
- Maintain clean documentation in our CRM (HubSpot) and internal systems
- Analyze trading and sales performance to improve margins and scalability
- Share market insights, pricing trends, and customer feedback with the team

Your profile

- Entrepreneurial, target-driven mindset with strong ownership mentality
- Experience or strong interest in B2B sales, account management, trading, or business development
- Excellent communication and negotiation skills
- Analytical and structured with a hands-on approach
- Comfortable using digital tools and CRM systems (HubSpot is a plus)

Native German and fluent English (written & spoken)

- Well-organized and able to manage multiple deals in parallel

Nice to have

- Experience in steel, metals, commodities, industrial sales, or logistics
- Background in a startup, scale-up, or fast-paced sales environment

Why us?

- Be part of a fast-growing Berlin-based tech startup revolutionizing the steel industry
- Learn from an experienced team and receive ongoing support and mentorship
- Work in a dynamic, performance-driven environment that values ownership and autonomy

- Enjoy a flexible working model and a vibrant office in the heart of Berlin
- Competitive compensation based on experience
- Additional perks: Urban Sports Club membership, subsidized BVG ticket
- Regular team events and an open, collaborative company culture

Apply

<https://vanilla-steel-gmbh.jobs.personio.com/job/2507306>

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