

Junior Account Manager / Intern (Remote optional)

About Meshcapade:

Meshcapade is a startup creating realistic human avatars for use in research, apparel, biomechanics, virtual reality, and film. Using machine learning and computer vision, we model the nuances of human shape and movement. We build automation from 3D & 4D scans, RGB-D sequences, Mocap, IMU, and image data. Our methods derive from SOTA research and we bring realistic human models to life in everyday environments. Our core product, digidoppel, is a consumer-facing platform for the creation, modification, and delivery of our models and related assets.

What we offer:

You will work closely with the founding team to help grow the online presence of a new startup, with the opportunity to drive the technical direction from the ground up. Our offices are based in Tübingen, Germany. Remote working within Germany is also possible.

Description :

Emphasis: CRM | Client Interaction

Your Role:

Our startup is growing rapidly and we seek an Account Manager Intern to support us in building strong client relationships maintaining long-term partnerships. Further responsibilities include:

- Update, maintain and support the management of the sales pipeline and records in our CRM software
- Assist with daily sales activities such as setting up meetings, sales agendas, and follow ups with clients
- Participate in planning for contract negotiation and product pitches
- Assist in timely delivery of our solutions according to customer needs
- Forecast and track key account metrics of monthly/quarterly sales initiatives

Requirements:

- Currently pursuing or recently completed a bachelors or masters degree in business administration, sales, or another relevant field
- Excellent English language written and verbal communication skills
- Proficiency in MS Office and CRM software
- Self-driven with the ability to work well with teams

Bonus skills

- Familiarity with 3D design, animation/simulation systems