

The role

VAEKST is looking for a Polish speaking part-time Business Development Consultant to help drive B2B sales opportunities for our customers through our Sales-as-a-Service concept. You will collaborate with our customers with intelligent market segmentation, outbound sales and market analytics by blending technology, such as AI-tools, with personalized phone, email and LinkedIn outreach. This role will strengthen your skills in B2B sales and in building professional relationships with customers.

Our company

VAEKST is one of the fastest growing agencies in the Nordics, leading the way with growth solutions through sales, business development and intelligent technology. We empower B2B brands to expand their sales market presence in the Nordics by combining software and outsourcing activities. We deliver positive brand awareness, high-quality leads, and valuable customer and market insights - turning connections into sustainable business growth.

Founded during the pandemic in 2020, VAEKST is headquartered in the heart of Copenhagen and with an additional office in Malmö. Our solutions are designed to support the growth strategies of our customers, making it both scalable and sustainable to expand their customer acquisition.

Engaging Work Environment

Join a dynamic and supportive team of 60 talented individuals who combine ambition with a strong sense of community. We believe in creating an environment where collaboration, curiosity, and personal growth are just as valued as professional success. At VAEKST, we encourage everyone to contribute ideas, share experiences, and support one another in a culture that fosters both high performance and well-being.

Responsibilities

- Engage in outbound sales activities through email, phone and LinkedIn
- Create business opportunities for our customers in the Nordics
- Manage and nurture your own sales pipelines
- Support and take ownership of customer success through reports and status meetings

- Contribute by optimizing internal processes and sharing best practices
- Work with CRM systems and AI-tools to enhance outreach
- Actively participating in shaping and strengthening the VAEKST culture

Key performance and learning objectives

- Customer outreach & sales development: At VAEKST, you will conduct outreach activities in fluent Polish through phone, email, and LinkedIn – engaging with relevant decision-makers on behalf of our customers. Your goal will be to learn how to identify new business opportunities and generate at least 60 new leads and 5 quality opportunities per month. We'll support you with feedback and training to help you continuously refine your outreach strategies.
- Customer insight & data handling: You will learn to work with Hubspot and log all relevant activities and insights. Over time, you'll be able to provide valuable input to customers through monthly reports, tracking trends, and helping them improve their sales efforts.
- Customer collaboration & communication: You'll join client meetings and help present progress and key results. You'll build the confidence to handle most of the dialogue yourself. Your ability to communicate clearly and with care will help us build strong and trusting customer relationships.
- Mindset & problem solving: We value a proactive and curious mindset. You'll be encouraged to bring ideas to the table, ask questions, and help identify better ways of working, for both our team and our customers.
- Culture & collaboration: You'll be part of a collaborative and fun team where we support each other and grow together. We value diverse perspectives and are committed to creating a space where everyone feels welcome and included. From team lunches to Friday bars, we hope you'll bring your whole self and help shape our culture.

Are you excited to grow with us?

If you've previously worked at a large corporate company, you might find that we are somewhat different. As a fast-growing company, we move quickly and embrace innovation,

which sometimes means navigating uncertainty. However, this also provides a unique opportunity to learn, grow, and take on responsibilities that might not be available in a traditional corporate setting.

If you've made it this far, we hope that you see yourself at VAEKST, and hope that you will reach out with an application.

Recruitment Process

- Submit Application: Send us your application and relevant documents.
- Short Screening Call: We'll reach out on a brief call to learn more about you.
- 1st Interview (45 minutes): Meet with our Head of People & Culture to get to know each other and learn about VAEKST as a company.
- Prepare Case: Spend some time on a case relevant for the position.
- 2nd Interview (60 minutes): Walkthrough of the case with the Hiring Manager.
- Final Decision: We'll make our decision and extend an offer to the right candidate.

Interviews are held on an ongoing basis with a start date as soon as possible.

If you have any questions please feel free to reach out to our Head of People & Culture, Jacob Gudnason on jacob.gudnason@vaekstgroup.dk or +45 60 44 19 12