

Donau Soja is a European non-profit organisation based in Vienna that promotes the European protein transition and supports its members and partners to address challenges in protein and soya production and consumption. Our core work is developing sustainable, regional and non-GMO soya production in Europe based on our standards.

Join Donau Soja as

BUSINESS CONTROLLER / SALES COORDINATOR

(based in Vienna, from 30 h/week, start as soon as possible)

The Role

As our Business Controller / Sales Coordinator, you'll be a key player in strengthening our sales operations and supporting strategic growth. You'll collaborate across departments to ensure efficiency, data-driven decision-making, and alignment between our sales and marketing initiatives. This role is ideal for someone who combines a strategic mindset with operational know-how and a passion for impact-driven work.

Your Key Responsibilities:

- Coordinate and **streamline sales processes** across countries and teams
- Define and **monitor KPIs**
- **Conduct data analyses** to support strategic decisions
- **Align sales efforts with marketing campaigns** and materials
- Collaborate with Finance on pricing and budget strategies and **business case creation**
- **Support Key Account Managers** and track pipeline performance
- **Customize offers and contracts** to meet clients' specific needs

Your Qualifications:

- **Master's degree** in business, controlling, economics, or a related field
- Minimum of **3 years of experience** in controlling, sales or business development
- Strong analytical and **problem-solving skills**
- **Excellent communication** and presentation abilities
- Fluent in **English** (German is a plus)
- **Interest in sustainability and agriculture** is a strong advantage

Why Join Us?

At Donau Soja, you'll find more than a job — you'll find a purpose.

- **Make a difference:** Contribute to building a more sustainable, fair, and resilient food system across Europe
- **Diverse, meaningful work:** Operate at the intersection of business, sustainability, policy, and civil society
- **Collaborative culture:** Join a passionate and mission-driven team that values open communication and shared goals
- **International perspective:** Work with a dynamic network of stakeholders and partners throughout Europe
- **Flexible working:** Enjoy home office options and a supportive work-life balance
- **A charming, modern office** in the heart of Vienna with areas for focused work, for formal and informal exchange, and a fully equipped kitchen with free tea and coffee for employees.

Workforce diversity

Donau Soja is committed to achieving diversity within its workforce, and encourages all qualified applicants, **irrespective of gender, nationality, disabilities, sexual orientation, culture, religious and ethnic backgrounds** to apply. All applications will be treated in the strictest confidence.

For this position, we offer an attractive salary that matches your qualifications and experience. For legal reasons, we would like to point out that a minimum salary of EUR 3277,98 € gross per month applies (fulltime). Actual compensation may be higher depending on your experience and qualifications.

Interested?

Then apply here: https://smrtr.io/syL_M
sending us your **CV and cover letter** until **18th August 2025**.

We look forward to hearing from you!

Additional Information:

Donau Soja implements funded projects, including the Strategic Partnership with the Austrian Development Agency (ADA). This position will be partially involved in the implementation of programme-related grant activities.