Could you imagine a world without plastic bottles?
We are building the digitised & decentralised beverage infrastructure of tomorrow. We enable a sustainable, D2C, and personalisable drinking experience by producing beverages at the point of use, including your office, university, or airport. By further developing existing technologies, a single machine can save up to 4.5 tons of CO2 and 51,000 bottles in a 70 people office.

ABOUT US
We are two founders with extensive experience in hardware- and business development

Adrian studied European Studies in Maastricht and during his studies successfully restructured and co-founded a company. (LinkedIn)

Eberhard holds an MSc degree in Robotics from ETH Zurich. He is experienced in hardware development through various industry jobs and through his Harvard Research Fellowship (LinkedIn)

WHY JOIN
- Purpose-driven startup, disrupting the status quo
- High-growth, ambitious startup environment
- Exponential learning curve into an early-stage startup close to market launch
- Strong startup, industry, and investor network, including the TUM ecosystem
- Office in Munich & hybrid working
- Possible extension to full-term contracts
- A bonus after the completion of the project studies

YOUR ROLE
As a team member, you will help grow the company and significantly contribute to achieving success in a highly disruptive space. Working in Business Development & Strategy, you assume responsibility for the following tasks, amongst many other exciting challenges:

- Assess different operational strategies
- Define key KPIs and OPIs
- Build the first cornerstone of the operating strategy
- Formulate strategic and operational objectives
- Examine financial data and use them to improve profitability
- Help the organisation’s processes remain legally compliant
- Reassess the pricing strategy of the product
- Introduce operational management systems, processes and best practices

WHAT YOU NEED
- Passion for building new strategic approaches
- An entrepreneurial mindset and exceptional problem-solving skills fueled by strong strategic thinking, business judgement and creativity
- Analytical thinking combined with a good comprehension of MS Excel
- An independent and self-driven worker
- Can demonstrate that you have been a critical driving force for success in your previous role(s) no matter what field
- A strong work ethic and entrepreneurial spirit with a passion for food, health & sustainability
- A strong willingness to learn and work outside your main skillset
- You are fluent in English (B2); fluency in German is advantageous

CONTACT
We would be more than happy to speak to you at any stage of your academic or professional career. Just drop us a message. We are looking forward to speaking with you.

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