

From Prototype to SaaS: Business Development & Commercial Operations

About us

We're **demi Technologies**, a Munich-based AI startup from the **TUM** ecosystem. Our mission: to build the **first AI Commercial Operating System for industrial SMEs** – a platform that automates marketing, sales, and strategic operations through artificial intelligence.

We're **funded**, and currently transitioning from **co-development** into a **scalable SaaS product**. Our technology is already used by leading mid-sized companies in the machinery and process industry – and now we're preparing for commercial scale-up.

Your role

You'll work directly with the founders and help shape demi's go-to-market strategy. This is a highly entrepreneurial role where you'll combine strategic thinking with hands-on execution – and see your ideas turn into measurable results.

Your tasks

- **Business Development** – Identify potential target markets, customer segments, and growth opportunities
- **Customer Sourcing** – Build and qualify leads, support first customer interactions, and prepare commercial materials
- **Commercial Operations** – Assist with project coordination, support partner activities, and streamline workflows through automation (e.g. n8n, Zapier)
- **Strategic Projects** – Work on pricing, market positioning, or go-to-market concepts
- **Internal Enablement** – Contribute to investor documents, sales decks, and operational frameworks

Your benefits

- ✓ **Real impact** Work on a funded deep-tech startup turning pilot success into SaaS scale-up
- ✓ **1:1 coaching** Get direct mentoring from founders in AI, business building & consulting
- ✓ **Work directly with founders** with backgrounds in deep tech, serial entrepreneurship, and management consulting
- ✓ **Deep insight** into how to build and scale an AI company from the ground up
- ✓ **Access to our industrial development partners** and the TUM / UnternehmerTUM startup ecosystem
- ✓ **Flexible hybrid setup** (in our Munich office or remote)

Send us your CV or LinkedIn profile and a short note on why this project excites you:
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Our prior professional backgrounds: