

Join us in building the AI copilot for European Manufacturers.

We are working with leading hidden champions & are supported by leading institutions.
Join a young & ambitious team from Meta, Amazon, ETH, Imperial, TUM, University of Waterloo.

DATE	Semesterbreak / SS24 / WS24
LOCATION	Remote / Berlin
TOPICS	Fundraising / Strategy / Go-to-Market / Business Development

YOUR OPPORTUNITY

You will shape the future of Blona from the driver seat with a 360-degree view on all aspects of the business. This is your chance to learn entrepreneurship from the ground up, working directly with the founders across the functions of commercial, product, and tech. It will be demanding, but it will be equally exciting.

YOUR PROFILE

- We are looking for highly structured, smart, detail-oriented individuals with low ego and insane sense of ownership. Please don't take yourself too seriously as well.
- Strong problem-solving and analytical skills; ability to divide and conquer complex problems by yourself and come up with great solutions
- A plus: Experience in a fast-growing tech company with functional responsibilities across product, business operations, strategy and business development

YOUR TASKS

Support our founders Charlotte and Sebastian to drive Blona's strategic priorities and execute on projects we have defined together. Some exemplary projects you will own:

- **GTM:** Preparing and executing GTM and B2B SaaS sales strategy
- **Pricing:** Jointly define the pricing strategy moving forward
- **Business Development:** Prepare a strategy for partnerships and other business opportunities
- **Fundraising:** Prepare relevant fundraising material and prepare investor meetings
- **More:** Many more strategic & operational projects with changing demand every day.

Interested? Reach out!
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