

# PROJECT STUDIES

## STRATEGY & BUSINESS DEVELOPMENT



### ABOUT DEMODESK

Demodesk is a fast growing tech startup from Munich with the vision to revolutionize remote interaction and collaboration. We developed a proprietary screen sharing technology which beats classic web conferencing solutions like Skype or TeamViewer in terms of through-put and latency. Besides, we will be the first web conferencing tool that enables screen sharing analytics and AI-based real-time conversation intelligence for remote sales teams.

### PROJECT STUDIES

We are looking for a project study team in full- or part-time to support us in developing our go-to-market strategy.

Your tasks will be:

- **Analyze the global market for online meeting tools and the most relevant players**, incl. new market segments, competitive positioning and customer feedback
- **Identify use cases of online meeting tools** and conduct customer research via interviews
- **Define go-to-market strategy** and prioritize segments based on risks and opportunities

**And most important: Have fun working in our young and dynamic team and experience how work can be really fun too ;)**

### WHAT WE OFFER

- You are part of a fast growing early stage start-up and work closely together with the founders (two CDTM alumni w/ experience in Silicon Valley and Tier 1 strategy consulting)
- High self responsibility and strong influence on the company strategy
- Office in the heart of Munich (Luisenstraße)
- High flexibility in working hours, also part-time / home office possible
- Collaboration with the chair already organized
- Mentoring from the founders and introductions to the Munich start-up scene

If this sounds interesting to you, send your CV plus a short description of your motivation to [wilhelm@demodesk.com](mailto:wilhelm@demodesk.com) or reach out to [+49 89 41209631](tel:+498941209631) in case of questions.

We are looking forward to meeting you!

Demodesk is supported by

