

# Project Study

## Business Development at Biotech Startup



Leipzig, Germany  
remote possible



3 months  
starting as soon as  
possible

We are a biotech startup in stealth mode with a major focus on recombinant protein production. We focus on the development of ingredients with special functionality and relevance for human health and nutrition.

## Why join us

We offer the opportunity to work on a multidisciplinary project with a huge potential for personal and professional growth. You will get first-hand experience on how an early-stage biotech startup operates and how to set up marketing and sales operations. It will be highly encouraged to take over responsibility from day one and bring in your own ideas.

## You are..

- A team of 2-3 students at TUM School of Management in your 3rd semester or higher
- Interested in entrepreneurship and innovation
- Team player with a self driven personality and a hands on approach
- Target oriented, fast learning and willing to take a steep learning curve
- Excellent in oral and written communication in English
- Prior experiences in Business Development, Sales are beneficial

## Your tasks involve

- Working closely with the founders on Business Development strategies of the company
- Market analysis in specific segments to identify new opportunities
- Identification and analysis of relevant customers and competitors in new markets
- Sales strategy and execution including outreach and other sales activities
- Writing a project study report

Interested? Send us the following documents in an email:

- CV including relevant work experience
- Copy of your academic transcript
- A few lines describing your motivation
- Your preferred starting date

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Academic Supervisor

Chair of  
Entrepreneurial Finance