

Working student (HiWi, WiHi)

Supporting business development for a spin-off technology

About us:

We are a tech start-up working to develop and market innovative spin-off products. Right now, we are improving the way that remotely controlled semi-autonomous drones are used in search and rescue operations, enabling first responders to more effectively prevent loss of life and property. Our project, which originated in the robotics research group at the Chair of Astronautics, involves numerous fields of activities, spanning technology research, application, and business topics. We are currently looking for enthusiastic and motivated students to join our team. Be part of the journey!

Task Description:

We are looking for a working student to support our business development, especially of market research with a particular focus on UAV applications, starting with the governmental and emergency services sector (e.g. fire departments, emergency medical services, police forces, THW, ...) in Germany. Follow-up work will then focus on other sectors (e.g. construction, maintenance, ...) and international markets.

Your challenges:

- Interviewing potential customers
- Identification of customer's pain points, requirements, and key stakeholders
- Support market research and analysis tasks
- Mapping customer's ecosystem
- Identification of trends within the market

Your profile

- At least in the third Semester of business administration or a related field
- Native level of German and good English skills
- Entrepreneurial mindset, combined with strong analytical and communication skills
- Prior knowledge in market studies and customer research
- Interest in robotics is advantageous
- Ability to work independently in an agile team environment with a high amount of responsibility

Applications:

We look forward to receiving your application. Please send your CV and documents to the e-mail address below.

Kontakt

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