

Job Description

Working Student: Business Development

< | Join our visionary team in revolutionizing capital & energy markets through cutting-edge data analytics and high-performance computing. We are looking for passionate tech enthusiasts who crave the opportunity to explore and promote state-of-the-art technology. If you have an insatiable hunger for innovation and want to be at the forefront of shaping the future, this is the perfect opportunity for you. Embrace the chance to make a significant impact and discover the limitless possibilities with us. | >

About the company

JoS QUANTUM GmbH develops software and algorithms for the financial, insurance and energy industry. JoS provides cutting edge quantum algorithms for risk management, asset allocation, stress testing, network analysis and more. Furthermore, JoS builds up unique expertise in finance, insurance, energy, software development, quantum algorithms and quantum information science to define the future quantum computing applications.

Qualifications and Experience:

- Student, ideally within a relevant field (Economics, Business, Finance, Marketing) but not mandatory.
- German or English as native language and fluent/bilingual in German/English
- Interest in sales and business development - previous experience gained through internships or initial work experience is preferred, but not required
- Interested in emerging technologies, startups and innovation
- Independent work and organizational skills are a must. Ability to manage multiple projects simultaneously.
- A good working knowledge in PowerPoint/GoogleSlides.
- Needs to be a team player and communicative.
- EU citizenship is mandatory
- The student needs to be enrolled and be able to provide proof of health insurance

What you will do:

- Through market analysis, identify key companies, as well as key people within companies, and build leads and sales lists of contacts.
- Analyze and evaluate current developments in the relevant market and competitive environment.
- Organizing meetings for the Business Development Managers and attending them where appropriate.
- Support of sales campaigns and events for JoS QUANTUM.
- Search for new leads and prospects through LinkedIn and the like.
- Support the team to ensure goals are met and upselling opportunities are realized.
- Acquire basic knowledge of the service products.
- Support in the maintenance of internal CRM tools.
- Go-your-own way! We strongly encourage and support creativity and self-fulfillment to follow your own ideas.

What we offer:

- JoS QUANTUM is an early stage startup with big ambitions on becoming a major software supplier. With our flat-hierarchies we are innovative on every level and open for every idea.
- You will have 100% responsibility from day one.

Apply now by sending us your CV with cover note to career@jos-quantum.de