

## **Business Developer / Business Lead (m/f/d) – Research-Based AI Spin-off (EXIST-Forschungstransfer)**

**Location:** [Potsdam University] | **Start:** After grant approval | **Duration:** approx. 18–24 months | **Full-time**

We are building a **research-based AI spin-off** from a university environment and are looking for a **Business Developer / Business Lead (m/f/d)** to drive market entry, funding strategy, and business operations together with the founding team.

### **Your Role & Responsibilities**

- Lead **market entry and go-to-market strategy**
- Conduct **market and competitor analysis** (segments, positioning, customer needs)
- Develop **business planning and financial planning** (business model, projections, KPIs)
- Support **grant writing and public funding applications**, especially within the EXIST framework
- Contribute to **funding strategy** (public funding, partners, investors)
- Help build the company structure, processes, and organization in the early phase
- Prepare **pitch materials** and support stakeholder discussions

### **Your Profile**

- Master's degree (or comparable) in **Business, Economics, Industrial Engineering, Technology Management**, or similar
- Experience in **business development, product, consulting, startups**, or related roles
- Strong skills in **market & competitor analysis, business planning, financial planning, go-to-market, grant writing, and business administration**
- Willing to work **full-time/Part time at the university / research institution** during the **EXIST-Forschungstransfer** phase (approx. 18–24 months)
- **Very good German and English**

### **Diversity**

We especially welcome **recommendations of female candidates**, as we want to strengthen diversity in the founding team.

### **Important Note**

**Salary: TV-L E13 (Level 4) (German public sector pay scale)**

✉ **How to apply / recommend someone:**

Please send a short profile or CV to [polyfoldrx@gmail.com](mailto:polyfoldrx@gmail.com) by 6 February 2026.