

Business development position

Some of the tasks include:

- ✓ Defining USP, market research (TAM, SAM, SOM), market entry barriers and market growth, customer problem and benefits, competition analysis
- ✓ CAPEX, OPEX, profit and loss statement, investment plan, liquidity plan
- ✓ Writing a business plan
- ✓ Pitching and communicating with the investors
- ✓ Working in tandem with the project leader/CEO
- ✓ Participating in project team meetings and providing timely expert feedback to the entire project team

Some of the training and personal growth plans:

- ✓ Attending dedicated workshops, educations, and conferences on the topics of pitching, plastic recycling, startup finance and investments, etc.
- ✓ Travelling to meetings and startup events

Some of the benefits:

- ✓ Employment at Federal Institute for Materials Research and Testing (BAM) with contract on a TVÖD 13 level (18 months)
- ✓ Excellent working conditions in a highly innovative project
- ✓ Flexible hours and home-office
- ✓ Dedicated training and personal growth plan according to individual desire
- ✓ Possible co-founding of a startup
- ✓ Employee stock options

Interested applicants should contact Dr Tomislav Stolar: tomislav.stolar@bam.de