

# BUSINESS DEVELOPMENT INTERN

Embotech is a software company developing cutting edge motion planning technology for autonomous vehicles. We are determined to accelerate the transition towards safe autonomous space transportation by leveraging the core real-time optimization technology that we have been developing since 2012.

Our team is comprised of highly skilled employees with a passion for excellence and efficiency. We are looking for highly motivated people to help us solve one of the most complex challenges of tomorrow and take our company to the next level.

As a commercial intern you will join a small team of top commercial talent and you will contribute towards various internal and external business development and sales activities. Excitement and learning opportunities are guaranteed in this position.

## Responsibilities

- Conduct market intelligence studies in existing and new markets.
- Identify and quantify business opportunities by analysing market trends, the needs of current and potential clients, and suggesting new products and features for the engineering team
- Present, promote and give technical demonstrations to highlight the capabilities of the product and technology
- Prepare sales reports by collecting, analyzing, and summarizing information.
- Development of business development/sales tools and processes.

## Requirements

- Master's degree in Engineering, Business Administration or similar
- Goal-driven and self-motivated individual
- Excellent presentation skills
- Given the highly technical nature of the product, it is required that the candidate either has a technical background or is able to quickly gain an understanding of complex technical concepts.
- Excellent communication skills in English, German is a plus
- Ability to adapt to rapidly changing tasks and requirements

You will be directly reporting to the Director of Business Development and Sales.

We offer an exciting job in a fast-growing company with attractive conditions.

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