

About Us

Scaletech is a cleantech advisory firm working for multilateral institutions, private companies, and research bodies. Our focus is on cleantech innovation and the global scaling of cleantech through transfer and adoption to new locations in emerging and developing economies. We provide advice on quantitative market research, financing options, go-to-market strategies, and physical redesign of aspects of the product that correspond to specific demands by users in the target market. We closely collaborate with international cleantech centers of excellence like MIT. Our clients have included the World Bank, the United Nations, multinational companies wishing to innovate in their deployment of green technologies, and a range of startups.

To strengthen our international team at our **Potsdam** headquarters, we are looking for a **Marketing and Business Development Expert (m/f/x) in full-time as soon as possible.**

Your Tasks

Marketing and Business Development (Operations)

- Create a Marketing and Business Development Strategy for the company, and oversee implementation. This includes definitions of to whom the company sells its services, via what channels, and at what price – and tuning our marketing, business development, and client relationship management efforts on that basis.
- Revision of the company's current bidding process for public tendering based on
 - experiences with bidding processes so far (i.e., areas where the company has had the highest success rates),
 - the company's new corporate strategy.
- Development of new business lines, such as offering innovation challenges for multinational companies.

Marketing and Business Development (Strategy)

- Definition of a research program that establishes Scaletech as a thought leader in the global scaling of clean technologies.
- Preparation of internal and external publications on this basis based on content provided by in-house experts.

Depending on the candidate's profile, there is a possibility to be involved in the company's daily consulting activities and help senior management define the company's broader long-term strategy.

Your Profile

- You have a Master's degree in business, engineering, communications, corporate strategy, marketing, or similar.
- You have experience in user and market research and know how to best use your findings to develop and communicate a business strategy.
- You have working experience in a startup environment.

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Responsible Tax office: Potsdam
Tax-Number: 046 | 118 | 07827
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- You bring a passion for topics like sustainable technologies and development.
- Good knowledge of MS Office products.
- You have a self-starter mentality, work conscientiously, and are solution oriented.
- Excellent writing skills, focusing on communicating complex technical topics to generalist audiences.

What we offer

- A permanent employment engagement in a future-oriented company.
- Work with purpose. You will help scale cleantech where it is needed most.
- A lot of creative freedom and a pleasant working atmosphere in a young, very international team.
- A great office in the middle of Potsdam, just outside the gates of Berlin.
- Flexible working hours with the possibility to work from home.

We are looking forward to receiving your complete application (CV and short cover letter), including the earliest possible starting date and your salary expectations to: karriere@scaletech.org.

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