



Business Development Intern

The Role

Mitte is a Berlin based startup aiming to change how we consume water and ultimately replace plastic bottles. We have created the first smart home system that enables the user to create mineral water right at home. The Mitte system works in two simple steps: first, it purifies the water with a proprietary method based on distillation. Then, it makes water not just pure but also healthy through our mineral cartridge. Mitte's digital integration and companion app enhance the user experience and make our product very unique.

It's an exciting time to join Mitte. We carried out a successful crowdfunding campaign last year and now we are in full preparation mode to hit the market at the end of 2018. As we move closer to our launch date, we need to do everything that is necessary to make Mitte a success. At Mitte, bizdev is not just a buzzword: one day you will work with the CEO on a pitch deck, the next day you prepare a proposal for a potential partnership for a future product, and then you support the designers to get our packaging ready. You will work on all pressing issues and create a true impact on the company. You'll have long-term and short-term projects and be able to interact with all areas of the company. We are looking for someone who is very hands on, eager to learn and to work in very different projects. Join our amazing team in Berlin and help us take Mitte to the next level!

Responsibilities

- Preparation of internal workshops/meetings at the intersection of commercial and technical topics
- Evaluate the economic and strategic costs and benefits of partnerships
- Identify business opportunities and carry out market research and product benchmarking to evaluate the potential of said business opportunities
- Develop business cases to evaluate new products, features and services.
- General support on customer support, operations, logistics, marketing, etc.

Qualifications

- Student or recent graduate of relevant studies (we don't care what you studied as long as you deliver)
- Good network and relationship building skills
- Analytical and strategic thinking and result oriented
- Able to work independently and proactively, completing projects on time and on scope in an ever changing and international environment.
- Excellent communication and interpersonal skills.
- Willingness to work in very different and new topics (learning by yourself) and interact with all areas of the company
- Excellent English and German skills

Pluses:

- Previous experience in business development, startups, and/or consumer goods and tech companies.
- Project management experience and experience with working with engineers and designers
- Interested in lifestyle, food and health

Our offer

- Flexible working hours and competitive compensation.
- A great learning opportunity in an international environment in the center of Berlin.
- All you can eat from our fruit baskets and all you can drink from our high end Espresso machine.
- Potential of permanent position
- Start date: as soon as possible

Interested? Get in touch and send your CV and motivation letter to paula@mitte.co