

# JOB PROFILE

## Business Development Working Student (m/f/d)



### OUR COMPANY

Our award-winning startup dive solutions provides web-based CAE solutions for engineering companies. Our in-house software utilizes novel particle-based technologies to simulate fluidic processes in complex mechanical systems. We accelerate development processes and decision making. Our dogma: We create beloved world-class software to help engineers design more sustainable products every day.

### OUR CULTURE

*We trust in creative people who love what they do. People who want to work on cutting edge technology that empowers engineers to make the world a better place. We believe in diversity, strong teams and healthy and friendly culture of trust, constructive feedback and empowerment. Work is not a job. Work is being passionate about something, meeting great people and building something you believe in.*

### YOUR MISSION

**You drive our growth by supporting our business development team and co-creating sales and marketing strategies.**

### YOUR TASKS

- You support in the sales and marketing process.
- You generate customer leads as our junior lead machine.
- You analyze customers and create business cases.
- You create new concepts for efficient customer approaches.

### YOUR PROFILE

- ✓ You are motivated, reliable and confident.
- ✓ You are tech-savvy and have fundamental knowledge about industrial product development.
- ✓ You speak fluent German and English.
- ✓ You study business engineering or similar.
- ✓ You are interested in a long-term collaboration.

### OUR OFFER

- ❖ Inspiring culture of creativity, failure and improvement, fast decision making, best-ideas-win philosophy.
- ❖ Personal and extensive onboarding, professional and personal development opportunities, team and network of internationally operating experts.
- ❖ Product demonstration meetups, company team-ups, joint voluntary service.
- ❖ Central workplace in Berlin, amazing IT equipment & tech talks to spread knowledge.
- ❖ Possibilities for internships and theses.

**You want to become part of our team? Start your application! Just send your curriculum vitae to:**  
**[talent@dive-solutions.de](mailto:talent@dive-solutions.de)**