

## FOR FU GRADUATES ONLY:

Business Development and Sales Scholarship/Internship Position - Full-time in Berlin



Seed-stage startup in-the-making, funded by Berliner Startup Stipendium at FU Berlin, with a remotely distributed 5-person team looking for support in business development and sales. You'll be part of the scholarship program and team based in Berlin:

- Start March 2019
- Full-time, flexible working hours
- 6 months from March to August 2019

We depend on the people who make up our team. You'll be fully in-charge, but also fully responsible. If that doesn't scare you off, but actually motivates you, read on!

### About Crimpr

A crowd-sourced mapping platform for outdoor rock climbing with the goal to provide an all-in-one resource for outdoor rock climbing worldwide through a web and mobile app that allows climbers to locate, share and rate climbing spots and guidebooks.

### Your tasks

- Support us in shaping our business strategy
- Take responsibility and initiative in implementing our business strategy
- Drive sales outreach to potential clients and partners
- Conduct research and analyse data to improve our understanding of clients and sponsors
- Plan, prepare and assist for strategic sales events, like startup conferences, fairs, pitch or investor events
- Own and drive business development and sales from day 1

### Your profile

- Bachelor's or Masters degree in business, economics, sales, or relevant experience, in business and sales
- Be highly motivated, communicative, pro-active and driven - You want to have an impact!
- Be self-reliant and hands-on - You are a problem-solver and always find a way!
- Capable of giving and taking feedback - You want to grow and be better!
- Fluent in English
- If you're a climber, its obviously a plus.
  
- You have to be a FU university graduate (not currently enrolled) and legally residing in Berlin.

### What is in it for you?

- Freedom to define and drive business development strategies of a early stage startup
- Flexible, self-motivated work environment
- Fun and friendly team
  
- Be part in building a startup around a cool topic
- Become a rock climber, if you want to

- Fixed scholarship for 6 months, possible longer
- Also includes team and networking events with other startups, a coach and business mentor, as well as participation in qualification programs of the Centre for Entrepreneurship at TU Berlin

Apply with a **CV** and **short motivation letter** (about 1 page) explaining your background, experiences and skills and how they will help our startup to hit the ground running in terms of business development and sales to **[isabel@crimpr-climbing.com](mailto:isabel@crimpr-climbing.com)**

**First come, first serve** - We will close this offer, once we found our match.  
Maybe its you? Apply today!

Interested to know more? Check out our landing page:

<http://crimpr-climbing.com>