

The CISPA Helmholtz Center for Information Security is a German national Big Science Institution within the Helmholtz Association. Its research agenda comprises all aspects of information security. CISPA seeks to have a strong and decisive global impact on society and economy by combining cutting-edge, often disruptive foundational research with transfer to innovative applications. A dedicated team of business developers and technical consultants therefore supports early stage ventures in ideation and seed phase.

BUSINESS DEVELOPER (M/F/D) AT IOT VENTURE (FULLTIME)

VENTURE DESCRIPTION

The problem of vulnerable Internet-of-things (IoT) devices grew into a serious menace, culminating in massive DDoS attacks and an even more significant threat to the privacy of personal data. The Venture Team addresses this problem by developing a Plug&Play device that is connected to the home network and analyzes any network traffic. The goal is to provide an automatic solution to detect attacks on IoT devices and thus improve the security and privacy of the users.

What you will do:

- Conduct market research to better define the target market and potential clients.
- Improve the design of this business model based on consumer demand.
- Design a sophisticated go to market strategy
- Reach out and cultivate possible new partnership opportunities in this prospective field.

What we look for:

- B.Sc./M.Sc. in business informatics, economics, business, finance, or a related field.
- Prior experience in product management, development and/or marketing is a plus.
- You have excellent communication skills and you speak German and English fluently.
- Excitement about implementing modern technologies to solve real-world problems in an innovative field.
- Entrepreneurial spirit and ability to adapt to change quickly.

WHAT WE OFFER YOU

We have entered a decade of disruption, driven by a dramatic shift in the power of technology and the audacity of startups. In order to be fit for the future, visionary companies will deliberately re-imagine themselves by injecting or attacking established business models with new ideas fueled by technology. Now it is your chance to be part of such a venture.

You have the chance to join an expert team at one of the world's most innovative cybersecurity ventures. Securing society in a digital age.

BENEFITS AND OTHER PERKS

You get the chance to discuss product development with leading researchers and have exclusive insights into the process of gaining market readiness and traction as an early stage venture. Work in an open and innovative environment where professional development is fostered and have access to coaching by world-class experts. Furthermore you get your own area of responsibility and you can be sure that there is an adventure awaiting you.

APPLICATION

If this challenging task appeals to you, we look forward to get to know you. Please send your application together with the usual documents (complete curriculum vitae, certificates, references if available) – summarised in a PDF document – by e-mail to: ventures@cispa.saarland.

For further information about the position please contact Lukas Bieringer (bieringer@cispa.saarland).