



## BUSINESS DEVELOPER (M/F/D) AT BLOCKCHAIN VENTURE (FULLTIME)

### VENTURE DESCRIPTION

The venture develops a permissioned blockchain platform that is able to seamlessly integrate trust in established environments. In contrast to other permissioned blockchains, the ventures product completely builds upon database management systems (DBMS) already installed and in operation at the customer. These DBMS are extended with blockchain functionality in a minimally-invasive manner and can continue to be used in the traditional way without restrictions.

#### What you will do:

- Play a lead role in working out the venture's business model and go-to-market strategy.
- Help the venture in acquiring potential customers for its revolutionizing product and gather feedback from them.
- Contribute in managing internal and external business processes.
- Contribute in preparing the founding of the company.

#### What we look for:

- B.Sc./M.Sc. in business informatics, economics, business, finance, or a related field.
- You have experience in developing a sales strategy and go-to-market strategy for a start-up.
- You have a strategic mindset with a hands-on mentality and you are equally excited about exploring new technology areas of growth and bring them to life on an operational level.
- You have a strong interest in new business models and trends within the online sector.
- You have experience in designing business models for start-ups.
- You have excellent communication skills and you speak German and English fluently.
- Knowledge about operational economics in Germany is a plus.

### 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](mailto:ventures@cispa.saarland).

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