



## Working student Growth (m/w/d)

We are looking for an exceptional individual to join ExoMatter as a working student Growth for **10-15 h per week**. In this role, you will support the founders and the growth team to build a strong sales pipeline and help to implement our go to market strategy.

Become part of a young deep tech and software startup based in Munich and revolutionize materials development with us. ExoMatter is a spin-off of the German Aerospace Center (DLR) and part of the UnternehmerTUM. We have a first product on the market with paying customers like Audi and Airbus and a strong upward trajectory.

### Why are we doing this?

Our mission is to challenge the status quo of materials to reduce the worldwide ecological footprint and increase the innovation speed.

We need you to succeed!

[Josua](#) and [Barbara](#), our co-founders, are on a mission revolutionize the materials development. ExoMatter needs superstars like you to help shape our exciting journey from scratch!

### Do you think along these lines?

If you are equally convinced that only with more efficient materials, can we tackle the climate crisis

You are a maker and want to make things happen. See your impact directly!

You love working in a dynamic team: trusting, exchanging feedback, and taking responsibility is most crucial

### Your tasks

- You will be supporting on scaling our SaaS platform among target customer segments.
- You will be supporting our growth team in marketing and sales activities
- Develop and test go to market hypothesis across customer types
- You are directly supporting the founding team in creating presentations for investor or customer pitches
- You are responsible for the LinkedIn page and other social media channels

### Our requirements

- You hold a degree in Business, or related field.
- You have 1 year of relevant working student experience.
- Experience in a startup is a plus.
- You show excellent communication and negotiation skills.
- A start-up mindset and a true entrepreneurial spirit having previously scaled and developed technology led growth organizations.
- A Maker with a strong sense of ownership and a nothing-is-impossible attitude.
- You are fluent in English and German
- You live in Munich





## What we offer

- Competitive package of salary and benefits
- Attractive company culture in an early-stage startup
- Flexible work hours with strong focus on work-life balance far beyond industry standard
- MacBook or ThinkPad for personal and private use
- Hybrid work with flexible arrangement between on-site work in our new Munich office (location tba) and remote work

Start date: 01.11.2023.

If you have any questions or would like to apply, please contact our Co-Founder Barbara Prähofer  
[b.praehofer@exomatter.ai](mailto:b.praehofer@exomatter.ai)

