

Business Development Intern/ Business Development Working Student

Zurich, Switzerland or Munich, Germany

Embotech is an award-winning software scale-up developing cutting edge autonomous driving technology and solutions for autonomous vehicles, with focus on private ground applications such as trucks at port terminals and passenger cars in factories. We are delivering safe autonomous transportation by leveraging the real-time optimization technology that we have been developing since 2012.

We are looking for a Business Development Intern or Working Student based in Zurich or Munich who supports the Business Development Team in closing sales deals and making strategic decisions.

We offer an exciting role in a fast-growing company with attractive conditions and flexible hours. Embotech develops innovative products in a modern and dynamic environment, and you can expect an international atmosphere, with highly skilled colleagues with a passion for excellence and efficiency. We are looking for highly motivated people to help us solve one of the most complex challenges of today and take our company to the next level.

Responsibilities:

- Conduct business case calculations and profitability analyses to enable informed decision-making and improve pricing strategy
- Analyze data and prepare reports using Excel to optimize sales strategies and identify growth opportunities
- Prepare and draft impactful PowerPoint presentations for internal and external stakeholders
- Provide research and insights on new markets, competitors, and customer needs
- Collaborate across departments to align business development initiatives with company objectives

Requirements:

- Bachelor's or Master's degree in Business, Management, Finance, Technology/ Innovation Management or a related field (in progress or recently completed)
- Must have: Strong analytical skills with excellent proficiency in Excel
- Solid skills in PowerPoint and ability to craft compelling presentations
- Proactive problem-solver mentality with the ability to adapt in a fast-paced environment
- Must-have: Previous internship or work experience, preferably in startups (sales, business development or related fields), consulting, or investment banking
- Nice to have: Exposure to logistics, automotive, or B2B sales

Our preferred starting time for this position is **ASAP**

We look forward to receiving your application documents (CV and reference letter) by email:

careers@embotech.com

Contact:
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