

Job Offer - Business Development & Market Intelligence

Part-time (Working Student) | Munich | Hybrid

HyJOIN is a breakthrough joining technology with the potential to transform manufacturing, design, and sustainability standards. We join any plastic to any metal without additional material and disrupt thousands of products in each industry.

No glue. No screw. its hyJOIN and you!

Your Mission

You will support business development, strategy, and market research activities to help hyJOIN grow. This role offers hands-on exposure to a deep-tech startup environment, working closely with the leadership team on projects that span from customer acquisition to cost analysis.

What You Will Own

- Conduct industry, competitor, and trend research.
- Contribute to strategy papers and growth concepts.
- Identify potential partnerships and prepare meeting materials.
- Manage lead identification and CRM updates.
- Help develop tools for lead qualification.
- Support product and service concept development.
- Prepare business cases and ROI calculations.
- Analyse manufacturing processes and cost structures.
- Create presentations for internal and external stakeholders.

What We're Looking For

- Enrolled student (min. 4th semester) in Industrial Engineering, Mechanical Engineering, Business Administration, or similar.
- First experience in Excel modelling and ideally CRM tools.
- Interest in technology and innovation.
- Bonus: experience creating or applying AI agents.
- Fluent in English; German a plus.

What We Offer

- Practical experience in a high-tech, fast-moving environment.
- Direct exposure to business strategy and product development.
- Flexible hours and hybrid work options.
- Opportunity to work closely with the founding team.