

Chief of Staff – Business Development (gn)

Working student or Entry Level | Munich | Hybrid | Close to the Founders

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 across every industry.

No glue. No screw. It's hyJOIN and you!

Your Mission

This is not a narrow specialist role. As Junior Chief of Staff, you work directly alongside the founding team and act as their right hand: bridging strategy, business development, and day-to-day execution. You see the whole company, jump into whatever matters most, and turn ambiguity into momentum. One week you're modelling a business case, the next you're preparing a board meeting, scouting a partner, or building a tool that the team will use every day.

It's the ideal role for a curious, hands-on generalist who wants to learn how a deep-tech startup is built from the inside, with real ownership and unusual proximity to the people steering the company.

What You Will Own

Strategy & Chief of Staff

- Work side by side with the Managing Director on the priorities that move the company forward.
- Prepare strategy papers, growth concepts, board and investor materials.
- Drive cross-functional projects end to end - from first idea to follow-through.
- Keep the leadership team focused: structure decisions, track topics, close loops.

Business Development

- Identify and qualify leads, manage CRM, and help shape the sales pipeline.
- Scout potential partners and customers, and prepare the materials that win the meeting.
- Conduct industry, competitor, and trend research that informs real decisions.
- Build business cases, ROI calculations, and pricing logic together with the team.

Hands-On Building

- Analyse manufacturing processes and cost structures to sharpen our value proposition.
- Help develop internal tools - including AI-supported workflows - for lead qualification and beyond.
- Support product and service concept development.
- Create crisp presentations for internal and external stakeholders.

What We're Looking For

- A generalist mindset: you'd rather own five different things than perfect one.
- Enrolled student (min. 4th semester) or recent graduate in Industrial Engineering, Mechanical Engineering, Business Administration, or similar.
- First experience in Excel modelling and ideally CRM tools.
- Strong structure, ownership, and a bias for action — comfortable in ambiguity.
- Genuine interest in technology, innovation, and how businesses are built.
- Bonus: experience creating or applying AI agents.
- Fluent in English; German a plus.

What We Offer

- A front-row seat to company building - unusual proximity to the founding team and real influence.
- Broad, hands-on exposure across strategy, business development, and product.
- Steep learning curve in a high-tech, fast-moving environment.
- Flexible hours and hybrid work options.
- A path to grow with the role as hyJOIN scales.