

Fraunhofer Heinrich-Hertz-Institut



Das Fraunhofer Heinrich-Hertz-Institut (HHI) ist eines der weltweit führenden Forschungsinstitute für mobile und stationäre Kommunikationsnetzwerke und für die Schlüssel-Technologien der Zukunft. Unsere Kompetenzbereiche haben wir konsequent auf derzeitige und künftige Markt- und Entwicklungsanforderungen ausgerichtet.

Student Assistant Customer Discovery & Market Validation

City: Berlin; Starting date (earliest): At the earliest possible; Duration: The position is initially limited to 1 year. An extension is explicitly desired.; Remuneration: The remuneration is based on the general works agreement on the employment of student assistants.; Reference number: 84935; Closing date: 15/09/26

Tasks

- Market Validation: Research on target markets, customers, competitors, and use cases
- Customer Acquisition: Identifying potential customers, partners, and pilot customers
- Outbound Communication: Preparing and sending emails, LinkedIn messages, and initial outreach
- Sales & Business Development Processes: Building lists, CRM structures, and follow-up processes
- Trade Shows & Events: Accompanying you to trade shows, networking events, and customer meetings
- Pitch & Presentation Materials: Assistance with sales materials, market analyses, and business cases
- Startup development: Assistance with all business-related tasks during the early startup phase

Requirements

- Full-time student, ideally majoring in business administration, economics, industrial engineering, entrepreneurship, or a similar field
- Interest in deep tech, startups, innovation, and B2B markets
- Outgoing personality
- Structured, independent work style and reliable follow-up
- Strong communication skills and a good sense of how to engage with different types of people
- Eagerness to attend trade shows, events, and client meetings
- Entrepreneurial mindset

What we offer

- Direct insight into the development of a real deep-tech startup
- Close collaboration with the founding team
- Hands-on experience in market validation, sales, business development, and fundraising preparation
- Plenty of creative freedom instead of rigid corporate structures
- Access to customers, partners, investors, trade shows, and startup networks
- The opportunity to take on responsibility early on
- If the collaboration goes very well: the prospect of becoming a long-term member of the startup

Application

Closing date: 15/09/26

Reference number: 84935

Contact person: Mr. Max Bode

By internet: <https://jobs.fraunhofer.de/job-invite/84935/>

More information at <https://stellenticket.de/206793/FUB/>

Offer visible until 15/09/26

