



## Full-Time Business Development Intern (f/m/x) at AI & Earth Observation StartUp

**Earliest starting date: As of now**

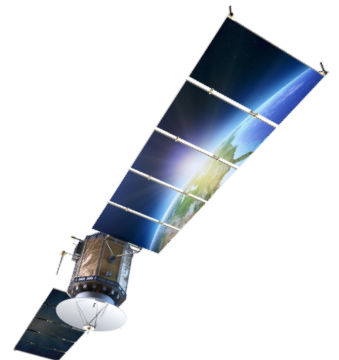
Want to shape the future of our company and NewSpace with us? As part of our Business Development team, you will identify and evaluate new business opportunities for our satellite-based analytics with us, our partners, and customers. It will be your mission to create the foundation for new applications and solutions, as well as show stakeholders from new industries how satellite data can create value for their organizations. Join us and bring earth observation to enterprises across the globe!

### Work at LiveEO in the vibrant Berlin startup ecosystem

LiveEO is applying the latest developments in artificial intelligence to analyze satellite data and is bringing the insights of earth observation data to customers in the enterprise sector with its unique SaaS solution. Backed by venture capital and consisting of an incredible, international team, we are building something big.

### Your challenge

- Evaluate hypotheses and market opportunities for vertical & horizontal expansion of LiveEO via research, customer interviews, and experiments - both from the viewpoints of business validity and technological implementation.
- Identify growth opportunities in applying existing solutions to new industries or developing new solutions.
- Work together with colleagues across teams in planning and overseeing strategic pilot projects together with customers and partners from first contact to execution.
- Always be on top of new developments in the Earth Observation and NewSpace industries.
- Inspire our team by conducting successful business development work and presenting to potential customers.
- Bring your own ideas into the process and shape the future of the company.



## Your Profile

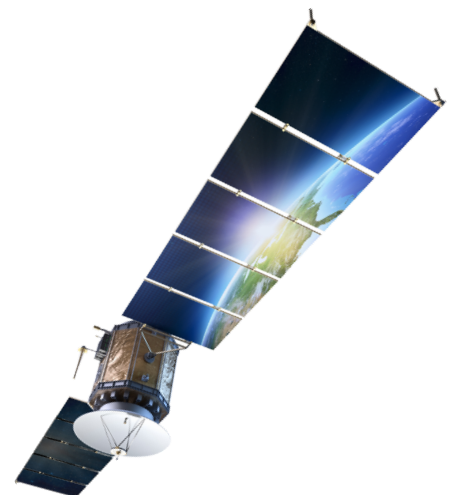
- Prior practical experience in business development roles in startups, the tech industry, consultancies or similar
- Understanding of AI-based applications and the broader tech landscape from a perspective of digital business models - deep technical knowledge of these areas is a plus, but not a must
- Creativity in solving problems - when one approach does not work out, you quickly adjust and find new solutions.
- Strong analytical thinking, structured way of working, excellent communication and self-organization skills
- High degree of self-management and process efficiency
- You have or are currently working towards a degree in a business-related field, combinations with STEM topics are a plus.
- Fluency in English for verbal and written communication is required, German is a big plus.
- You live in or are willing to relocate to Berlin.
- We would like to encourage female applicants as well as applicants with a migratory background.

## Your benefits

- The opportunity to help create products that can improve business processes & life across the globe.
- Front row seat in the development of a multinational market leader in a new industry.
- Flat hierarchies as well as short and open communication.
- Start-up culture with a high degree of freedom and responsibility.
- Fair compensation
- Great international team.
- Office located in the center of Berlin Kreuzberg, free fruits & drinks.
- Flexible home office arrangement & working hours.
- International team and frequent team events
- Direct insights and influence on strategic business decisions

## About us

Our vision is to monitor and secure every major infrastructure network on earth by 2023. If you would like to learn more about our company values, we would be happy to send them to you on request!



Interested in this position? Send your CV and a short cover letter to [jobs@live-eo.com](mailto:jobs@live-eo.com) and we will get back to you as soon as possible. If you want to learn more about our company values we are happy to provide them to you on request.

Check out our website [www.live-eo.com](http://www.live-eo.com) for more information about the company.