



Partner:



Entrepreneurship
 Research Institute

Go-to-Market Strategy & Deployment

Project Studies — 3 Months Full Time or 6 Months Part Time

Angsa revolutionizes the removal of trash on grass and gravel: Individual objects are detected by an artificial intelligence and removed by the autonomous robot.

As a student team of 2 to 4 students, you will define and deploy a Go-to-Market strategy for Angsa Robotics. For this you will analyze potential customers' buying processes and their existing portfolios and define an efficient approach for entering the market. You will be closely working with our Co-Founders on actual sales activities including identifying, contacting and speaking to potential customers.

Your Tasks



- Analyze the customers' buying processes, decision makers and portfolio
- Define a strategy to enter the market including sales channels and KPIs for sales
- Identify and contact potential customers
- Support in later stage sales processes & talks
- Learn about Business Development and Sales in a High-Tech Robotics Start-up

Your Profile



- 2-4 students enrolled in Management & Technology
- Interest: Entrepreneurship, Innovation & Sales
- Beneficial: First practical experience in Business Development
- Sense of ownership and structured working approach
- Team spirit and good communication skills

What We Offer



- High-Tech Start-up: Angsa combines cutting-edge technologies from software and hardware
- Young team and startup culture: Team events, flat hierarchies, flexible working hours
- Responsibility and leadership: Good work and ownership are rewarded at Angsa
- A workplace for you in our office, access to the Makerspace, coffee & snacks

Sounds Interesting?

Send us an e-mail with a short description of your skills and motivation. If you have questions about the job or about us, please call us or come by.

Not the right topic yet? Send us an unsolicited application and we will find a suitable position in our team together!

Find us in the TUM Incubator:
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