

We are hiring!

# Strategic Partnerships Internship

Frankfurt

**PLUGANDPLAY**

## The company

Plug and Play is one of the most active early-stage investors in the world (Paypal, Dropbox, N26, Rappi, Honey, Lending Club, etc.) and collaborates with 400+ industry leaders globally for corporate innovation. The Fintech team is looking for a Ventures Intern to support our dynamic team in our office in Frankfurt am Main.

The position offers an unparalleled opportunity for both personal and professional growth in a supportive and prosperous environment. If you are interested in technology and would like to learn more about the Venture Capital and corporate innovation world, this is a position for you. Apply and join us as we unveil our agenda for Europe.

## Duties and responsibilities

As we live the startup spirit ourselves, no one in the team is exclusively limited to their main tasks. Rather, we are a dynamic team of all-rounders who work closely together in all projects. However, your main role will be in supporting our team with the following tasks:

### **New Business Development**

- Identify growth opportunities by forging and developing relationships;
- Manage and track a growth pipeline with large corporations;

### **Contract Negotiations**

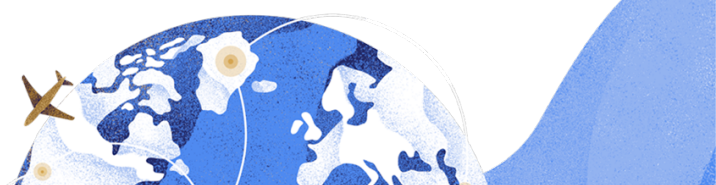
- Support the department director and senior sales managers to close corporate membership contracts;
- Produce, organize, and maintain internal and external sales and marketing materials like presentation decks, case studies, competitive intelligence, and contact lists;
- Help in the overall operations & logistics of the office and program;
- Collaborate with corporate executives in deal flow sessions several times per month to ensure all corporations are engaged with the startups according to their business needs;
- Arrange and participate in internal and external client debriefs;

### **Relationship Management and Research**

- Conduct research to identify new markets and industry sectors, conducting in-depth business analysis to identifying new competitive opportunities;

### **Client Retention**

- Provide event production and logistical support for demo days, Selection Days, and other events/sessions
- Work with operational staff and other internal colleagues to meet customer needs



## What we offer

- Be part of Plug & Play - the biggest and fastest-growing startup innovation platform globally with locations worldwide such as Silicon Valley, Paris, Amsterdam, Munich, Abu Dhabi, Singapore, China and Japan
- Be at the forefront of innovation and get access to groundbreaking technologies
- Be part of a dynamic, international and open-minded team
- Get access to and communicate with leading international financial executives, startups and investors
- Work in a vibrant and unique working environment
- Various opportunities for your career development at our 35 locations worldwide
- Contribute and realize your own ideas and have room for self-development

## Our requirements

- Currently studying or recently graduated with an outstanding degree from a top university
- Excellent analytical, interpersonal and written communication skills
- A structured and independent approach to work
- Strong interest in technology and experience at a high growth startup, bank, management consulting firm or large corporate
- Fluency in English (both oral and written), German (B2 or higher) is a plus
- Available for 6 months starting in Mid-August / September 2020

## How to apply

Please apply [here](#).

We believe your work speaks for itself, so there's no need to write a cover letter.

