

Business Development Internship: Wearable to protect Firefighters

 Rümlang, Switzerland  Internship  Fire Brigade

greenteg is a leading provider of cutting-edge thermal sensing solutions, utilizing heat-flux sensor technology to cater to a global clientele. Our innovative Calera technology empowers non-invasive monitoring of core body temperature through wearable devices. We have successfully integrated Calera into our product lineup, including CORE for athletes, Calera-Research for researchers, and a range of third-party devices. We are currently seeking a highly motivated Intern to join our business development team, focusing on the expansion of our workforce safety business unit. This division is dedicated to protecting workers, particularly firefighters, military personnel, and miners, from heat-induced illnesses.

Tasks

greenteg offers students a six-month work-experience training program where you will learn the ins and outs of business development and apply this to a new technology in the wearable market. You will learn using various tools, such as CRM and marketing automation software. You will lead our efforts in the occupational health market and use your creativity to expand our reach.

Your tasks as a business development intern:

- Identifying and generating potential leads.
- Conducting comprehensive market research to identify trends, opportunities, and potential partnerships in the wearable technology and occupational health sectors.
- Collaborating with cross-functional teams, including engineering, product development, and marketing, to develop and implement strategic initiatives that drive growth.
- Developing and delivering persuasive presentations and pitches to prospective clients, partners, and stakeholders.
- Attending relevant industry events, conferences, and workshops to stay updated on market trends and expand your professional network.
- Support our customers with product and project application-related questions during their integration process.
- Manage, analyze, and optimize greenteg's customer pipeline

Requirements

You are a student and you are looking for an internship in an entrepreneurial atmosphere for the duration of 6 months or more. You are available starting ideally ASAP (flexible exact date). If possible, you are also interested in continuing working part-time at greenteg after your internship (min. 1 day per week) or even full-time in case you are close to graduating. You are motivated to work for a Swiss scaleup, able to learn fast and independently, and you have good communication skills (in English and preferably in German as well, other languages are an asset). A valid Swiss working permit is required.

Your CV shows a proven track record in:

- Background in medical science/engineering or in business but with a strong medical or technical track record
- Affinity to technology: you need to explain our solution to customers, and you need to understand their technical problems
- Good communication and sales skills
- Willingness to take over responsibility
- Affinity with firefighters is a pro

Benefits

Welcome to our team!


We offer a collegial and striving international work environment and an intern salary to cover living costs in Zurich. A motivated, dynamic, and high-tech oriented team is looking forward to welcoming you.

Interested? – Join us!

Send your application (short cover letter and CV) to David Gerritzen. We will get back to you shortly to explain the next steps in the application process.



greenteg AG

 11-50 employees

 Technology, Information and Internet

greenteg's thermal sensors are integrated into diverse applications such as laser, building technologies, med-tech, automotive, processing industry, and R&D.

 Website

 LinkedIn