

# Scaling in B2B FinTech

## Working Student / Project Study

### Company Summary

Lehmann Ventures is the specialized partner for venture-capital-backed tech startups (including Y-Combinator alumni, Gitpod, Voize) for securing the German R&D tax allowance (Forschungszulage). We operate at the intersection of government funding and software. Our proprietary software ("Zeitmaker") serves as the infrastructure to unlock millions in funding for the German tech scene. We are currently scaling rapidly from a consulting model to a software-driven process.

### Track

Our goal for 2026 is €1M+ cash flow. We won't achieve this by working more hours, but through superior operations. Your project is the heart of this scaling effort: You manage the "throughput" pipeline. You ensure that an initial call with a founder (Input) turns into an approved funding decision (Output) as quickly as possible. You work directly with the founder (Venture Backed Tech Founder).

### Tasks

- High-Level Operations: You take ownership of the application process. You check tech concepts for eligibility and structure the data.
- Due Diligence & Analysis: You analyze salary data and R&D projects (Deep Tech, AI, SaaS) and prepare them for audit-proof submission.
- Process Engineering: You identify bottlenecks in our workflow and actively help to automate them using our internal software ("Zeitmaker") or by optimizing processes.
- Client Success: You ensure that no deadline is missed and that documents (timesheets, contracts) are complete and ready for submission.

### Duration

- Begin: Immediately (ASAP).
- Timing: 15-20h / week, remote & flexible (Munich base is a plus).

### How to apply

Send your application with CV and possible start date to:

Erich Lehmann

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