nexamind.

Go-To-Market & Sales Strategy for Generative AI Startup

About nexamind

We are a cutting-edge technology company specializing in generative AI solutions. Our experienced team is composed of serial entrepreneurs and former strategy consultants, committed to leveraging modern technology to drive meaningful results for our clients. We are seeking driven, passionate students to join a special project focused on enhancing our Go-To-Market and Sales Strategy.

Project description

Join a dynamic team of 3-5 students tasked with assisting our company in identifying valuable leads across various industries and crafting tailored, AI-based solutions.

Your tasks & goals

- Research and Develop Customer Personas
- Identify and Analyze Potential Sales Channels
- Formulate a Sustainable Business Model
- Assist in Identifying Relevant Leads in Different Industries
- Research Potential Generative AI Solutions for Clients
- Develop Engaging and Persuasive Pitch Presentations

Your Benefits

- Collaborate with and learn from experienced entrepreneurs and seasoned strategy consultants
- Develop your slide writing and storytelling abilities in a professional context
- Gain deep insights into the fascinating world of generative AI
- Be at the forefront of seeing modern technology solutions being brought to life
- Flexible & remote working environment tailored for your academic commitments

Your Profile

- Enrolled in a Bachelor or Master program of Management or Technology at TUM
- Demonstrated academic excellence and significant extracurricular involvement
- Prior experience in consulting and/or startup environment is strongly preferred
- Familiarity with AI technology is an advantage; Passion for AI is essential
- Proactive, analytical, and a strong team player with excellent communication skills

Interested?

Please submit your CV along with a brief statement (3-5 lines) outlining your motivation for joining this project.
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