



Support early stage deep-tech chemical recycling venture in business planning and upcoming fund-raising

Spinning out of the world-leading sustainability think and do tank [Systemiq](#), Alexandre Kremer and Andreas Wagner are setting up a new deep-tech venture aiming to valorize unsorted (plastic) waste leveraging a novel chemical recycling route. Finding new feedstocks for the chemical industry constitutes a cornerstone of the net-zero transition by drastically reducing the sector's dependence on fossil fuels. In parallel, ever-growing volumes of incinerated unrecyclable (plastic) waste are not compatible with Paris pledges and alternative waste treatment is crucially needed. During the early stage of this entrepreneurial journey, **you can play a critical role in making this a success** by supporting the development of the business & fundraising plan alongside refining the product-market fit analysis.

Objective of the project

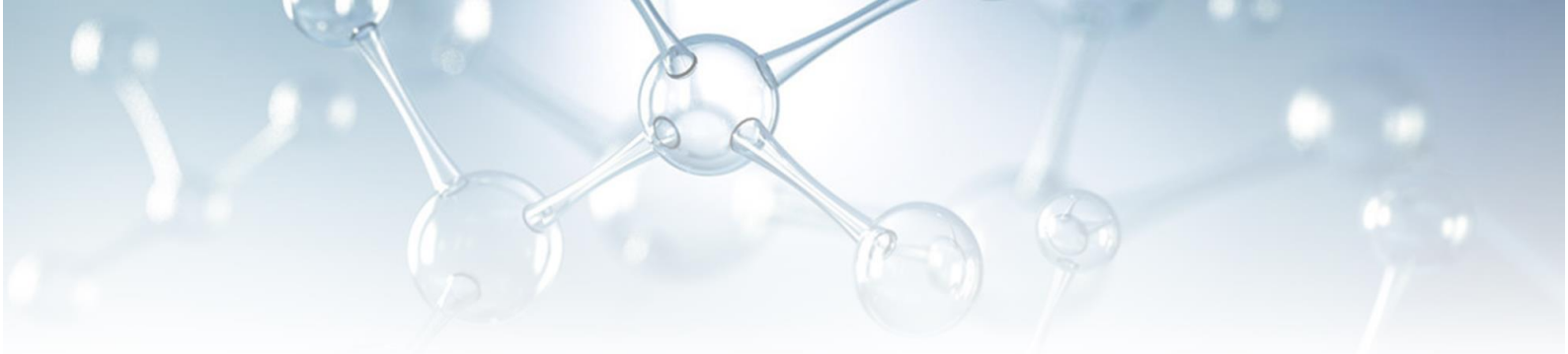
There are two main workstreams with underlying work packages of this project. Depending on the size and area of interest of the project team, the exact scope will be refined:

1. Support development of business and fundraising plan

- **Conduct a comprehensive landscape mapping of chemical and waste start-ups and ventures within the growing field of climate technology** to
 - a. develop a systematic classification of potential competitors, partners, and customers.
 - b. map key success factors through case studies including failures in the field.
- **Elaborate fundraising roadmap**, including:
 - a. clear milestones, designed to guide the strategic decision of the start-up towards a pre-seed, seed and series A successful fundraising endeavor, in the dynamic landscape of climate technology.
 - b. an overview of recent pre-seed and seed funds of similar players (hardware deep tech in climate), as well as early-stage research grants, accelerators and programs that play pivotal roles in nurturing and catalyzing early-stage innovation in this sector.
- **Inform strategic decision on incorporation location**, by performing a comparative analysis between France and Germany (as largest European markets) to discern the nuances in their support systems for early-stage funding in climate tech startups. By delving into the intricacies of these ecosystems, we aim to improve our understanding of where legal incorporation is preferred.

2. Strengthen understanding of product-market fit

- **Supply Side Analysis:** An in-depth exploration of the current state of the carboxylic acid and dicarboxylic market will be conducted, focusing on factors such as prevailing prices, main producers, and their geographical concentrations.
- **Demand Side Evaluation:** The project will examine the demand dynamics of the carboxylic and dicarboxylic acid market. This entails identifying and profiling key off-taker companies, discerning their operational sectors, and understanding the diverse array of applications that carboxylic and dicarboxylic acids serve across industries.

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- **Future Market Exploration:** Looking ahead, this project will endeavour to identify potential future markets that remain untapped within the carboxylic acid industry. Special emphasis will be placed on the burgeoning role of carboxylic acids as feedstocks in e.g., the biotechnology sector. By forecasting future applications, we aim to provide invaluable insights for strategic market positioning.
 - **Market Entrance Strategy:** The project will culminate in a strategic roadmap for market entry, particularly focusing on identifying the most promising market for a green premium product. This will be accompanied by a compelling narrative that emphasizes the sustainability and environmental benefits of waste-derived (di)carboxylic acid products. By crafting a compelling story, we aim to resonate with end-customers and position the product as an enticing and eco-conscious choice in the market.

Requirements for students

We are working in English and would expect high language proficiency. Prior experience and strong interest in entrepreneurship, marketing and sustainability are a big plus. We are both driven by making a positive impact in our professional career and would love to work with a like-minded project team. Having at least one French speaker in the team will be a plus for one of the above workstream (but also feasible if not). Knowledge of the chemical sector is not required.

We would prefer full-time 3-month teams but would consider 6-month part-time teams.

Earliest and latest possible starting date

Earliest: 1st of October // Latest: 1st of February

Contact for applications

We would love to hear from your team via LinkedIn (links below) or via andreas.wagner90@gmail.com and alexkremer@hotmail.fr . Please provide us with short CVs and a few sentences (max 500 words per team) why this project excites you, why you are the best candidate for it and how it fits to your own interests and development path.

