About Alpaka Climate

- **Vision:** We build modern software for progressive cities to drastically accelerate the speed of implementation for climate action.

- **In a nutshell:** We are a tech-driven startup that wants to remove one of the most critical bottlenecks on our transition to net-zero.

- **Founders:** Ruth (5 years McKinsey, M.Sc. Mathematics TU Berlin, MBA, 15y politics) and Michael (CDTM, finished a Dr. in Computer Science @LMU and a Dr. in Economics @TUM)

Choose Your Track

Track 1: (Sales Strategy)

Build the foundation of our enterprise sales strategy. We have acquired first cities as customers. Your job is to craft a comprehensive process that makes this repeatable.

1. **Identify Customers:** Scale our ability to reach out to customers. Employ data-driven methods and build a lead database.
2. **Sales Process Definition:** Set up a process turning our sales strategy into a consistent process to sell our product to customers.
3. **Close Deals:** There are two indispensable qualities founders need. One of them is being able to sell. Are you ready for the challenge?

Track 2: (Operations)

Ready to get your hands dirty and experience what it takes to get a startup off the ground? Support essential business operations in close collaboration with the founding team.

1. **Engage Customers:** Build our structured climate action database and support our first customers to define their strategy.
2. **Partnership Development:** Even as a startup you can only go so far alone. Lead our efforts to expand our strategic partner network.
3. **Opportunity Creation:** Hard work puts you where luck can find you. Support us in creating the opportunities that will make all the difference.

Why join us?

- **Learning:** We founded Alpaka Climate to rapidly accelerate Europe's clean energy transition. You will experience a fast-paced environment with equally rapid learning cycles. We provide clear expectations, challenge you to exceed it, and support you in doing so.
- **Network:** Get access to our network, including CDTM, Munich and Berlin startups, VCs, and tier-1 consultancies, for future internship, working student, or full-time positions.
- **Culture:** We are quantitative, first-principles thinkers who focus on problems that matter. We choose our team carefully, and once people are on board, we fully trust them. We operate effectively because we communicate clearly and openly.

Application

- **Start date** as soon as possible.
- **Single applications or teams** with 2-5 TUM students possible. Please send an e-mail to froehlich@cdtm.de including (1) the CV of each team member, (2) your ideal start date, and (3) your chosen track.
- We do not need cover letters. Instead, (4) give us two numbers for each team member, rating yourselves from 1-10 on (a) your capability and (b) your willingness to execute the required tasks. Feel free to add explanations