



**START**  
GLOBAL

# CORPORATE PARTNERSHIPS

The Corporate Partnerships Team is the backbone and biggest source of START Global's financial means. Our partners are an asset for the entire organization in terms of knowledge, network and expertise. We strive for partnerships with benefits for both parties, and you will be in charge of acquiring, developing and managing those partnerships. You will work with and gain insight into numerous companies from the DACH region such as Microsoft, Accenture, dieMobiliar, Hilti, SBB and many more.

## Your Mission

You will promote our projects to companies in various industries and inspire executives to participate. Further in the process, you will manage your own corporate partners and are in charge of maintaining a successful partnership. Your responsibilities will involve all communication from the first step and detailed organization of the partners' involvement in our projects. Therefore, you are going to get all of the insights into the entire team, since you need to know what to sell and be able to answer all questions.

## Skills

- You have a profound interest in the entrepreneurship and technology scene and current developments
- You are proactive with an open-minded, communicative, extroverted & self-confident personality
- You are well organised, reliable and hardworking with an eye for the details
- You can work under pressure and love working towards ambitious goals
- You have intrapersonal skills and the ability to inspire people
- Excellent German & English both written and spoken

## Your Benefits

- Master important communication skills that will boost you throughout your professional career
- Collaborate with influential corporations from various industries – create and leverage valuable contacts
- Gain a deep knowledge about sales processes and negotiations via professional trainings
- Shape START Global's fundraising
- Be part of the dynamic, super-motivated, driven START Global Team

If you are interested and have any questions, please contact:



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