

Market/Business Analyst sought by a Berlin-based Water Treatment Startup

EMPLOYER INFORMATION	
Name of organization	akvolution GmbH
Address	c/o TU Berlin KWT 9, Straße des 17. Juni 135
Postal Code, City	10623, Berlin
Country	Germany
Telephone	+49 30 314 75656
E-mail	jobs@akvola.de
Website	www.akvola.de
Size of enterprise	Small
Year of foundation	2013
Short Description of the Company	<p>The only way to achieve a sustainable freshwater supply in the long-run is by desalination or wastewater reuse — both complex processes that require increasing amounts of energy. At the same time, energy generation, storage and transformation also requires increasing amounts of water. This mega trend, known as the Water-Energy Nexus, poses one of the main challenges of the 21st century. Both industrial and municipal markets are in need for water treatment processes that can handle hard-to-treat waters with just a fraction of the energy required by conventional technologies.</p> <p>akvola designs and markets compact water treatment systems based on its proprietary technology akvoFloat™, which is a hybrid flotation-filtration water treatment process that consumes 90% and requires 20% less footprint than comparable technologies.</p>

CONTACT PERSON DETAILS	
Name	Lucas León

Department / Function	Business Development
Direct telephone number	+49 30 314 75656
Direct e-mail address	leon@akvola.de

PLACEMENT INFORMATION	
Department / Function	Business/Market Analyst
Description of activities	<p>Your goal will be to find ways to successfully market our water treatment systems. Your activities will involve:</p> <ul style="list-style-type: none"> - Competition Analysis (companies, technologies&products, pricing, terms&conditions, competences, region of operation, differentiation of akvoFloat™ etc.). - Market Analysis (define market segment attractiveness, identify potential partners&customers, customer interviews, decision makers & responsibilities, pain points, regulations, value chain structure, etc.). - Analyze the technical suitability of akvoFloat™ in other applications/industries.
Duration and Application	3-6 months
Weekly working hours	40 h/week
City	Berlin
Help with finding accommodation	Yes
Financial contribution	Yes

REQUIREMENTS	
Who You Are	<ul style="list-style-type: none"> - You have a background in Process/Mechanical Engineering and you have always wanted to explore the “business” side of things. - You want to contribute to successfully marketing our technology. - You are talented and can work creatively and autonomously to achieve the companies’ goals. - You like working with flat hierarchies where everybody is aware of our strategic business goals and activities.

Language skills	English or/and German
Field of study	Process Engineering / Chemical Engineering We will also consider applicants with a pure Business Administration background.
Your Personal Attributes	- You have good written and oral communication skills. - Teamwork