

# Entrepreneur in Residence (f/m/x)

OCELL GmbH c/o Werk1  
Atelierstr. 29  
81671 München

Internship / Working Student

Application at [info@ocell.io](mailto:info@ocell.io)

## Minimum Qualifications

- Business related Bachelor's degree or equivalent practical experience
- Experience with business development, marketing and sales
- Ability to speak and write in English and German fluently Ability to work in a small and agile team with quick decision making

## Preferred Qualifications

- Good understanding of software, technology or SaaS based business models
- Experience with standard business processes and related tools (e.g. Hubspot or pipedrive)
- Work with a high degree of autonomy
- Ability to deliver results under pressure/tight deadlines
- Demonstrated excellent analytical, verbal and written communication skills
- Comfortable with the startup environment that requires you to adapt to multiple roles covering all aspects from business operations, finance to marketing, branding and much more

## Responsibilities

- Utilize your expertise to engage in and enhance our business development and business processes
- Build up a CRM strategy & related business operations
- Design highly scalable workflows from scratch Impact on our brand and public relations work

## Benefits

- Early interaction and influence in a startup
- Central location, with great startup vibes
- Regular team activities outdoors/indoors
- Have a large influence in the development of a meaningful solution to an urgent topic for humanity

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## About The Job

In this role, you will deep dive into the Munich startup ecosystem and become a key player in the early-stage entrepreneurial environment. You will become the right hand of the founding team, support us in our daily work and gain valuable experience about founding and building a startup.

This will require you to become a multi-role allrounder in several business-related processes. As the company is heavily focused on Data Science and AI, you will play a key role with major responsibilities and flexibility in setting up business processes and improve business development. We expect all our employees to have an analytical mindset with excellent communication skills and the ability to work in a new and not-yet-structured environment. We believe that, in addition to hiring the best talent, a diversity of perspectives, ideas and cultures leads to the creation of better products and services. We hire people who are passionate, and we favour ability and willingness to learn over experience. At OCELL you will solve complex problems, acquire, and develop business as well as relationships with key stakeholders in the Munich Tech startup environment.

## About The Company

OCELL is a Munich based startup in the field of large-scale analytics for forestry and carbon storage. We are building the Operating System of Sustainable and Data-Driven Forestry. Based on aerial imagery from airplanes we apply AI algorithms to extract meaningful insights on the state of a forest's health, its distribution of trees species, inventory, carbon storage and much more. Our all-new customer platform Dynamic Forest allows all stakeholders in forestry to connect, explore, and interact with the information that we extract through our AI analytics. This new platform also provides us with valuable feedback data which we leverage to continuously improve our AI-systems. Our vision is to become the world's leading platform for spatial insights in forestry and other environmental monitoring applications. We recently raised a 7-digit amount through high-class Investors and public grants to massively accelerate and scale our business and to achieve a larger beneficial impact on the environment

## Our Corporate Culture

OCELL is proud to be an equal opportunity workplace. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, or gender.