



Business Development Intern (f/m/d)

About the role:

Domi Labs (domilabs.io) is seeking a talented individual who is eager to get hands-on experience with business development in an early stage company.

We're developing a solution to simplify renting for property managers and tenants that's set to launch for testing later this year. This role is an incredible opportunity to make a meaningful impact on the future of Domi Labs - assisting in establishing the foundations of our customer and investor outreach activities.

You'll work directly with our co-founder Katrie, who leads the company's business development and fundraising, and collaborate closely with our user research team.

As a small team, we welcome you bringing new and innovative ideas to the table. Your thoughts and opinions will be appreciated and if we like the idea the chances are high that it will be implemented!

This is a full-time paid internship with a flexible start date in early July for a duration of 3 months. Part-time is also possible by agreement.

Responsibilities:

- Assist in identifying compatible companies and contacts for research interviews.
- Conduct introductory calls for qualification of research candidates and to acquire first meetings.
- Attend interviews with prospects to assist with documenting insights and support follow-ups on interviews.
- Effectively manage prospect pipelines in the CRM, ensuring your data is well segmented and updated to a high standard.
- Assist with our fundraising process, including sourcing investor leads, preparation of pitch material and assisting with keeping on top of investor relations.
- Identify networking and business opportunities, such as attending events (both virtual and in-person), organising outreach campaigns and activities to target potential customers.

Desired skillsets:

- Fluency in German and English, both written and verbal.
- You possess excellent communication and presentation skills, are able to express ideas simply and concisely, and enjoy the idea of making phone calls and initiating conversations with potential clients.
- You are enrolled as a Bachelor's/Master's student in Business Administration, Business Informatics or a similar field. You must be able to present a valid certificate of enrollment.
- Experience working with early-stage tech start-ups, particularly in the real estate or proptech space is a PLUS.
- Exceptional entrepreneurial judgment, strong work ethic and ability to deliver high-quality results in a fast-paced work environment.
- Ability to adapt quickly to new environments.



- Experienced in using social media platforms such as Xing and LinkedIn and CRM tools such as Pipedrive.
- Confident in the use of common office programs, Google Doc.

Benefits

- Attractive compensation for a pre-seed startup.
- Potential to join our team as a full-time employee afterwards.
- Remote culture.

Sound like an interesting opportunity? Drop us an email at careers@domilabs.io with a brief message about your interest and prior experience.

Look forward to your application!