

# Business Development Intern (m/f/d)



## WHY LHOTSE

At Lhotse, our fast-growing team is changing the way how organizations use data and technology to buy goods and services.

We are on a mission to reshape the way companies manage their spend through automation and the use of AI, to deliver measurable savings by reducing spend and increasing process efficiency in tactical procurement.

## YOUR MISSION

As Business Development Intern, your mission is to help shape the future of the company by helping on various fronts at Lhotse. In close collaboration with the Founders, you will be responsible to implement best-practice processes. You will be an integral part of Lhotse's success, both for our customers and for our internal processes.

## YOUR RESPONSIBILITIES

Your role has a deep focus on strategically improving operational processes and on establishing mechanisms that drive Lhotse to continued growth. You are given hands-on and strategical responsibility for the following topics:

- Evaluate activities that reduce and eliminate operational effort, making our operations best-in-class
- Identify ways for Lhotse to grow the lifetime value of our customers
- Drive improvement projects to success
- Help in refining the strategic orientation of Lhotse
- Drive excellence in collaboration with our Tech and Product team
- Support our founders in strategic projects

## YOUR PROFILE

- You are a young professional with a high degree of motivation and sense of ownership for what you do
- You love taking on challenges and challenging the status quo
- You are hands-on and like to take on responsibility to drive your own progress
- You demonstrate a hands-on mentality and like communicating with customers and other external stakeholders
- Your judgement allows you to decide when done is better than perfect and vice versa
- You are curious and like to challenge the status-quo
- You share our culture based on an open mindset, high standards and pragmatism
- You are a native or fluent German speaker but also confidently speak English

## WHAT YOU WILL GET

- **Growth** — We place importance on building a fun and productive environment where we give space to people to develop and fulfil their potential
- **Impact** — Exposure to the whole journey as one of the first members of the adventure
- **Freedom** — Flexible working hours, ability to partly work remotely, 28 days of vacation
- **Rewards** — Competitive compensation and VSOP, various perks such as Urban Sport Club membership
- **Fun** — Beautiful office in the center of Berlin Mitte and regular team events and opportunities :)

Alongside, you get the unique opportunity to:

- Embark on a VC-backed rocket ship - we count some of Germany's most successful tech entrepreneurs among our Angel investors
- Contribute to solving global problems faced by millions of companies and their employees, every day
- Be part of a highly motivated and diverse team that will support and challenge you as you grow and develop

Apply now on our website with your CV or LinkedIn!