



Venture Developer – Sustainable Energy (m/ f/ d)

Permanent position, full-time in Düsseldorf/Meerbusch

OVERVIEW

Are you fascinated by the future and its possibilities? Would you like to be very close to the startup scene and make a real impact on climate change and sustainability? Would you like to enter the world of impact entrepreneurs? The Global Entrepreneurship Centre (GEC) is looking for several Venture Developers to support portfolio startups in their commercial and technical development.

FIELD OF ACTIVITY

The implementation of the United Nations Sustainable Development Goals offers 60 new market hotspots with a market potential of \$12 trillion. The race to tap into these opportunities will be won by the most innovative regions of the world, offering the best support ecosystems. However, today only 1.8% of all start-ups reach the Series C investment stage. To bridge this second valley of death and catalyze the transformation towards a sustainable world, the GEC scales and invests in promising deep-tech startups with sustainable technologies, processes and business models for impact.

The GEC focuses on sus-tech start-ups with a high potential to scale in the areas of Nutrition & Agriculture, Textile, Mobility & Transportation, Building & Living. The GEC also supports in key enabling technologies, including sustainable energy, sustainable materials, sustainable chemistry, artificial intelligence and robotics.

The GEC offers its portfolio of services to qualified candidates: (i) the GEC Factory providing close support to start-ups in their scaling activities through individualized hands-on services for business development, customer introductions, financing, digital strategy & IT backbone, legal, intellectual property, human resources as well as continuous sustainability advice, (ii) the GEC Catalyst, commercialization services including business guidance, industry mentorship and MVP services, (iii) the GEC Technology providing start-ups with access to labs, co-working spaces, technical facilities, pilot sites and technical partnerships.

For the GEC Factory we are looking for several Venture developers that will support portfolio startups in their commercial and technical development.

YOUR TASKS

- Prepare the background work to define the scope of future investments.
- Source, screen and diligence start-up candidates for GEC services. Analyse the start-up technology, business model and finances.
- Assist the GEC portfolio start-ups in their scaling activities.
- Translate start-up needs and bottlenecks to scale into an actionable proposal (scaling programme) and implement it.
- Coordinate and deliver tailor-made hands-on services to start-ups in the following areas, depending on the identified needs:
 - Industrialization, production scaling



- Sustainability assessment, management and reporting
 - Market access and marketing
 - IT and workflow management
 - Finance and financing
 - HR and recruitment
 - Intellectual property and legal
-
- Coordinate with GEC external service providers, partners, sector experts and mentors to deliver the above services to the start-ups.
 - Coordinate with the GEC Catalyst team to originate topics of priority for GEC investments.
 - Reporting to the Director Ventures & Technology

YOUR PROFILE

The ideal candidate has:

- MSc or BSc in Engineering, Science, Business Administration or related field
- Min 4 years of industry, start-up, venture capital or consulting experience and knowledge of business processes
- Experience and networks in the energy sector
- Experience in renewables, local and small scale solutions is a strong asset
- Appetite for learning and developing across various sectors (e.g. energy solutions for the construction sector, decarbonization, water management, etc)
- High level of adaptability and flexibility
- Experience in project management
- Good listening and analytical skills
- Ability to gain trust with start-up founding teams
- Strong motivation for sustainability, climate protection, circularity
- Entrepreneurial spirit and taste for innovation
- Very good verbal and written skills in English, additional language skills (e.g. German) are an advantage.

WORK CONDITIONS

The employment is for indefinite period with a trial period of 6 months.

The GEC is based in Düsseldorf / Meerbusch and will operate with a team of ca. 20 employees. The working language of the centre is English and the administrative language is German. The role is based in Meerbusch with occasional business trips in Germany/Europe.

A valid work permit for Germany is required.

The GEC is supported by the County of Rhine-District Neuss, the State of North Rhine Westphalia and the German Federal Ministry for Economic Affairs and Energy.

Have we piqued your interest? Then we look forward to receiving your application at info@gec-scaleup.com