

## Working student Business development

Join Smart-Ship, a fast-growing scale-up with a dynamic work environment, where each day brings new challenges. We're seeking proactive business development working students to help us in our sales efforts and contribute to our mission of sustainability.



Smart-Ship is enabling zero-emission sailing and remote-controlled shipping on several vessels.

At Smart-Ship, we develop and build innovative control systems for ships, to improve the safety, sustainability, and efficiency of maritime operations. We build our products at YES!Delft, an inspiring working environment where there is also room for games of table tennis or the well-attended Friday afternoon drinks!

Are you the eager, growth-oriented work student we're looking for? Read on!

Check out our website for more information: [www.smart-ship.eu](http://www.smart-ship.eu)

### The role

As a business development working student, you are responsible for:

- Filtering company lists to target ideal customer profiles
- Identifying and segmenting prospects based on key research
- Performing cold calling and contacting potential prospects through LinkedIn, official websites, or emails
- Assisting with outbound campaign preparations
- Writing Newsletters on a monthly basis
- Participating in training sessions, sales meetings, and shadow sales calls and demos
- Identifying and visiting relevant fairs and tradeshows

### You profile

What we're looking for in a business development working student:

- You speak English and Dutch on a professional/native level (other languages are a plus)
- You are a Bachelor/Master's student in the area of Economics, Business Management, Marketing or a related study.
- You are genuinely interested in knowing how a startup product's complete cycle works.
- You have a proactive approach and are willing to learn by doing and investigating new opportunities for our company's growth on your own
- You have affinity for analytical tasks and tech
- You possess methodical and analytical thinking
- Either available full-time as an intern or a minimum of 16 hours per week for working students



Smart-Ship is enabling energy efficient transport of offshore wind turbines & sea research.

### What we offer

- You are part of a fast-growing Scale-Up in the YES!Delft ecosystem
- The opportunity to disrupt a conservative sector towards a sustainable future
- A place where your input makes a difference every day within a young, entrepreneurial, and dynamic team in an environment with several innovative companies (with fantastic Friday afternoon drinks ;))
- Introduction to entrepreneurship and room for own initiative and development
- Growth opportunities

Interested? Send your CV, short motivation (max. half A4) and list of grades to [info@smart-ship.eu](mailto:info@smart-ship.eu)

Read more about Smart-Ship on [www.smart-ship.eu](http://www.smart-ship.eu)