das ⧖ lab

Working Student Business Development - Healthtech (all genders welcome)

DasLab – The medical diagnostics platform

About DasLab

DasLab is a fast-growing healthcare start-up developing a digital infrastructure platform for medical diagnostics. The company was founded in 2020 by a group of experienced healthcare and technology professionals. At DasLab, we envision a healthier world, where the seamless exchange of data enables intelligent, personalised, and sustainable healthcare for all.

To realise our vision we build a vertically integrated lab infrastructure & interoperability platform. All medical test types are supported by the DasLab platform, enabling patient's self-sampled tests, as well as professionally-sampled tests. Our platform connects six relevant stakeholder groups using our unique API-first approach. We are currently live in Germany and Spain. At the moment, we are gearing up for our next phase of growth by expanding our business into new use cases and regions with the support of our top tier VC funds.

The Role

We seek an ambitious and knowledgeable student to support Business Development as well as Strategy topics. The working student Business Development will be responsible for several areas within the organisation, in close collaboration with product, business development and the founder team. Additionally, the working student will own their dedicated areas within large-scale projects, such as fundraising, strategic partnerships or business case evaluations - and provide insights to the leadership team on a regular basis. This role will report directly to Business Development, and is ideally based in Munich.

You will be expected to:
- Project Management: Take charge of and drive your own projects from day one. Your work will have a critical impact on our company's mission to digitise healthcare and make it more efficient and accessible for all.
- Market Research and Analysis: Utilise your market intelligence, especially in the medical sector, to conduct market research, analyse data, and evaluate business cases and new business models.
- Collaboration: Collaborate closely with our Product and Client Success teams to identify and evaluate customer needs, validating new concepts to ensure that our product delivers value to our medical users.
- Business Support: Assist our founders and leadership team in overcoming daily challenges, gaining deep insights into specific departments, and contributing to the overall success of the company.
- Finance & Investor Relations: Support our Finance team and founders in preparing and managing future fundraising and grant processes.
- Process Improvement: Continuously evaluate and enhance existing structures and processes to maximise efficiency and help us build the best possible version of DasLab with world-class organisational structures and processes.

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About You
We're seeking a curious candidate with a strong background in business and strategy, coming along with insights into the medical field. You should possess high levels of positive energy, a perpetual interest in exploring new solutions and methods, and the motivation to work autonomously.

- Currently studying business, medicine, biology, public health, or health economics at a top-tier university or business school.
- Previous experience in the healthcare or medical lab industry, high-growth startups, or another high-performance environment.
- Ability to adapt to changing priorities in a dynamic business environment and manage multiple projects simultaneously.
- Exceptional problem-solving abilities with a knack for creative approaches to overcome challenges.
- Highly analytical and comfortable working with data, as well as possessing strong written and verbal communication skills in both German and English.
- Proficiency with digital tools, with a particular affinity for Google Workspace and asynchronous collaboration tools.

Interested in Joining Our Fast-Growing Startup?

Please visit our website or get in touch with our Head of People & Culture Stefan Fodermeyer via email (stefan.fodermeyer@daslab.de) or simply shoot us a quick message via WhatsApp (+49 171 5557553).

Equal Opportunities for Everyone

DasLab is an equal opportunity employer. We embrace and celebrate diversity and are committed to creating an inclusive environment for all employees.