



New

Business Development Intern (f/m/d)

Remote Internship Business Development

Paretos is the **leading AI-based decision intelligence platform** to make effective, data-driven decisions across entire organizations, enabling business users to evaluate complex data, predict future scenarios and take optimal actions via a no-code UI and integrations with no prior data science knowledge needed. As a "**remote-first company**" with team members all over **Europe**, we strongly believe that this ambitious path is only possible with a great and diverse team.

paretos is an inclusive company with equal opportunities for all. Our corporate culture is guided by the principles of **GUNG HO** - we believe in the synergy of worthwhile work, the control of achieving a common goal, and the importance of cheering each other on. We are proud to have brought together passionate, high-performing and caring people of all genders, cultures, backgrounds and views. Together, they all form the heart of the company and drive us to new heights every day. The combination of remote work and regular onsite-events is our key to strengthen our team spirit and to form our culture. To keep this up, we are happy to receive your application if you already live in **Europe** or if you're open to **relocate**.

Having secured **€10M in seed funding** from world renowned investors, we now want to scale our very successful "Retention Growth" strategy and bring the value of Decision Intelligence to more customers in the DACH region, and as a next step, in other markets. With **Decision Intelligence becoming a top strategic priority** for enterprises and with its wide application across industries, deep knowledge of this new category and our competitors will be extremely valuable to us for sharpening our overall proposition, win more customers and guide the development of our product and use cases.

We are therefore looking to hire an energetic and highly motivated individual with can-do attitude and strong business as well as AI acumen. In this role, you will be responsible for **developing a deeper understanding of the Decision Intelligence Market** by analysing market trends and relevant competitors, creating commercial analyses and reports, supporting our partnership strategy and presenting relevant findings to the management.

Tasks

- Analyze market trends and search for new competitors to strengthen our understanding of the DI industry and identify growth opportunities.
- Perform and present competitor analysis to identify areas where our company can surpass the industry and solidify its position.
- Support the creation and presentation of new ideas for go-to-market strategy and product development to increase the value for our customers.
- Support the search for new business partners to strengthen paretos brand and our internal capabilities.
- Create ad-hoc reports and analyses for the business development and management staff.

Requirements

- High affinity and deep understanding of new AI technologies and B2B SaaS tools
- Strong business acumen and experience in generating differentiating insights about the market and competitors
- Ability to express your ideas clearly, comfortable presenting to others and eagerness to collaborate with colleagues across departments
- Natural curiosity with a constant will to learn and share your knowledge with others
- Go-getter attitude and hands-on problem solver

- Self-managed with ability to keep calm under pressure and solve problems timely and effectively
- Fluent in German (as the focus is DACH) and English (as we are an international company)

Benefits

These little perks will be waiting for you if you become part of the paretos-family:

- We are a remote first company – nevertheless you're still very welcome to work at the office and enjoy the great view over Heidelberg
- At the office you can test your barista skills and brew some great coffee to keep you going throughout the workday or enjoy some coffee talks with your fellow paretoneers. (You might even be awarded the next "paretos office barista of the year" at our Christmas party!)
- Talking about the team: you'll complement a highly skilled & motivated team of paretoneers ready to hit the road and have fun along the way
- We regularly enjoy professional and fun events online and IRL with the whole team
- You'll get the office equipment you need to show off your full potential. We believe that your capabilities shouldn't be limited by hardware components
- Work whenever it fits best for you with flexible working hours
- Receive a mobility budget to access various kinds of transportation whilst setting off your carbon emissions
- If you are part of the paretos dog club, feel free to bring your furry friend to the office

We are continuously expanding our benefits as we grow to ensure an environment where our team members feel comfortable and happy to work at.

This is it from our side for now. What about you? Are you ambitious to disrupt the AI and Optimization world with us? Then send us your application!

Note: We encourage you to apply for this role, even if you don't match all the requirements 100%. As long as you inherit the eagerness to learn, we are happy to be convinced that you are the right fit for us.

About paretos GmbH

 paretos.com  11-50 employees  Other  Heidelberg, Germany

We are an AI-powered end-to-end decision intelligence platform for making effective, data-driven decisions across entire enterprises, enabling business users to leverage the latest Data Science via a no-code UI and integrations, with no prior knowledge of Data Science required. With success stories of implementing our 100% SaaS solution in e-commerce, logistics and consulting companies (e.g. Accenture, Snocks or one of the largest parcel services in Europe), our platform provides solutions for use cases such as: Recommendation Engines, Dynamic Pricing/Discounting, AdSpendOptimization, Warehouse Optimization.

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