

## B2B Marketing and Sales

### Project study - full-time/part-time in Munich

Help us expand our position in the market. Analyze, test and evaluate new inbound and outbound channels, optimize current approaches and convince new and existing leads. Help us achieve our mission of improving nursing. We promise responsibility and a steep learning curve as you will work closely together with the founders.

### Your role in a nutshell

- Manage new and existing marketing channels
- Represent us to potential customers on various outbound channels and events
- Identify new ways to generate interest and leads - be creative!
- Evaluate your approach based on generated data

### What we offer

- Take over responsibilities - you work directly with the founders
- Chance to implement your ideas for the growth of our company
- Great working atmosphere and a culture that strongly emphasizes learning, well-being and social impact
- Space in our office in the transforming Werksviertel - THE startup hub in Munich

### What we look for

- Strong analytical and people skills
- Independent and pro-active types
- For B2B contact German is unfortunately a prerequisite
- First experiences in B2B marketing, sales or business development are a bonus



### About Cliniserve

Cliniserve was founded in 2017 with the mission of building software for hospitals that reduces administrative and logistical work of care personnel. We have since then developed a SaaS software that is used by over 10 customers, including high-profile hospitals like the LMU University Hospital, Schön and Helios. Our founder team has studied in top universities like UC Berkeley, Georgia Tech, LMU, TUM and worked in organisations like TUM University Hospital, AWS and Personio.

