Working student/Internship – Business Development

Lousy speech quality is everywhere: in meetings, online tutorials, broadcasting, or voice messages. We intuitively dislike content with deteriorated quality or sometimes cannot understand the meaning of the message due to analog and digital audio artifacts or defective microphones. Additional and unwanted audio noise can even cause persistent hearing damage. Yet, there's little effort to improve speech audio. At ailcoustics, we create AI Speech Enhancement Algorithms to improve speech quality with DSP and Machine Learning techniques.

We are an early-stage start-up based at AI-Campus Berlin as part of the K.I.E.Z. accelerator. Our team consist of audio enthusiasts, software developers and machine learning engineers that work in an agile fashion. After office hours, we often go for a Späti-Beer or some dinner together.

For this endeavour, we are looking for an ambitious Business Developer in our StartUp to help us **streamline our vision into an efficient business case**. You can start as soon as possible; both internships and working student contracts are possible. The minimum length of the internship is 3 months with an option to extend or even come on board full- or part-time.

Responsibilities:

- Improve our B2B SaaS business case for an AI Speech Enhancement
- Research target markets and identify possible clients for speech enhancement use cases
- Develop and evaluate business cases for suitable market segments
- Conduct user interviews with potential customers

Requirements:

- Based in Berlin or remote work
- Self-motivated and team player, eager to learn something new
- First experiences in market research methods
- Related studies in the field of business development or similar
- Bonus: Interest in Audio or AI technology
- As working student: 10-20h/week
- As internship: 3-6 months

What's in it for you:

- Insights and work experience in a collaborative early-stage start-up, ways of working etc.
- Work side by side with experts in machine learning, engineering & product development
- Learn agile software development in a small team
- Make an impact and bring in your ideas in the early stage of ailcoustics
- Compensation: 14€/h (working student) or 1812€/month (internship)

Interested? Then send us your application including CV and two or three lines on why you are a great fit for ailcoustics to: info@ai-coustics.com. We are looking forward to hearing from you.