

Internship Business Development

COMPANY

Zaphiro Technologies is an innovative Smart Grid company, based in Lausanne (Switzerland). Zaphiro has developed SynchroGuard, a breakthrough monitoring and automation solution that supports power grid operators in modernization and digitization. Thanks to a unique measurement device and advanced data-processing algorithms, SynchroGuard provides real-time views of the energy flows in the grid, safely integrates more renewable energies and EVs, and accurately locates faults. Zaphiro has immediately gained a strong traction by starting real-scale projects with well-recognized utilities from Europe and Asia. In March 2019, Zaphiro raised 1.3M Euros to further develop its smart grid solution and accelerate the go-to-market strategy.

WHAT WE OFFER

- Pioneering role in the energy transition, by contributing to the development of a breakthrough smart grid technology.
- Highly innovative and dynamic work environment at EPFL Innovation Park.
- Creative freedom to actively advance our products and the company development.

CONTACT

Interested? Send us your CV at [hiring@zaphiro.ch](mailto: hiring@zaphiro.ch).

For questions and more information, please contact us at [info@zaphiro.ch](mailto: info@zaphiro.ch).

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RESPONSABILITIES AND TASKS

As a Business Development Intern you will be directly working with the Management of Zaphiro. Your role will be focused on analysis of our core markets and prospect clients. Out of your analysis you derive recommendations for entering specific markets via defined client segments with an adapted product offering. You analyze competition, markets and regulation and carve out the most promising market approaches.

The duration of the internship is 6+ months.

REQUIRED SKILLS

- Business student with technical understanding, or engineering student with business acumen
- Experience solving complex business issues in a highly technical and regulated environment
- Desktop research
- Analytical thinking, ability to prioritize
- Openness and positive, proactive attitude

DESIRABLE SKILLS

- Experience with highly dynamic startup environments
- Knowledge of the energy sector - overview of industry value chain, energy markets and economics

