

Special Projects / Entrepreneur in Residence (m/f)

Our mission is to build a global platform for successful high-volume photography.

fotograf.de/GotPhoto provides photographers a SaaS system for selling photos online. We already have active customers in 15 different countries on 5 continents, and are growing fast. As the market leader in Europe, we achieved profitability in 2015. We're backed by top investors, including Saarbruecker21, Dr. Florian Heinemann and Christian Vollmann.

What's our business?

We're disrupting the volume / school photography industry. Our market is huge: 250 million people are photographed in schools and tourism sites in Europe and the US every year. However, the current method for selling photos is analog and inefficient: paper order forms are handed out, and photos are printed before they've been sold. Our innovative E-commerce and CRM system brings this process online. It's faster, more efficient, and more profitable.

Your Mission

Your mission is to take over projects with critical importance for the growth and internationalization of our business. As the Entrepreneur in Residence, you will work directly with our CEO, Markus Posselt. In this role, you will support Markus mainly in two areas: a) facilitating growth and b) improving the scalability of the organization.

The projects you assume will cover a broad range including Finance, Operations Sales, Marketing and Business Development. This gives you the opportunity to gain experience in most of the (non-technical) areas that are relevant for the success of a startup.

This is not any standard job, we can't limit your responsibilities to a few bullet points. However, to give you an impression, here you can find some current projects that you could assume (as of October 2016):

- Developing and testing of an approach to win North American photo labs as partners
- Guiding the implementation of the OKR method at fotograf.de
- Evaluation of vendors to outsource our billing processes in overseas countries

Your Profile

- You have earned an outstanding degree at a top university and, ideally, have gained first work experience in high-performance environments
- You have strong structuring and analytical skills combined with a hands-on attitude
- You have an entrepreneurial mindset
- You are fluent in English
- You are willing to travel to support projects worldwide (e.g. acquiring strategic partners in new countries)

Our Benefits

- Exciting responsibilities in an innovative, fast-growing startup
- High levels of responsibility, and room for you to develop your own ideas and concepts
- A friendly and international team with flat hierarchies and short decision-making processes
- A MacBook Pro and a budget of 300 Euro per year for professional events, workshops, seminars and books
- A great office in lovely Prenzlauer Berg
- Free drinks, healthy snacks, Müsli, and really fun team events

Is This the Challenge that You're Looking For?

We're looking forward to your application! Please include your CV and when you'll be available. Feel free to get in touch if you have any questions by emailing jobs@fotograf.de. Your contact person is Nadja Rublies.

Start: Immediately / to be determined | **Location:** Berlin | **Contract:** Full-time