



Master Thesis, 4 - 6 months
Business Development and Market Analyst (f/m/d)

About Us

Oxara AG is an ETH Spin-off with an environmental and social vision: enable Sustainable Construction and Affordable Housing. Oxara developed unique admixture and binder technology that facilitate 1) circularity: turn construction demolition waste and landfill excavation materials into building materials, 2) decarbonization: produce cement-free, low carbon building materials. Three of our products are market ready and were used successfully in architectural projects in 2023.

To disrupt a conservative industry such as the construction sector and to convince stakeholders to produce, use and implement new building materials and technology, we need a new thinking model across the values chains to develop and disrupt the market.

With this position, Oxara team is looking to work with talented, curious, creative and passionate Bachelor and Master graduate student in Business Administration and Management with focus on economical, ecological and social impact.

Your roles

- Structure the blue ocean strategy for business and social impact in the brick and block industry,
- Research, collect and analyze market data on conventional concrete brick or block producers and market segment in DACH,
- Identify and interview together with the Lead Business Development key early adopters and customers in DACH,
- Evaluate economic and ecological product comparison in each geographic and market segment: identify and highlight Oxara product added value,
- Monitor the essential events to attend in the specific market and create our bi-monthly business development newsletter
- Produce insight report, presentation highlighting opportunities and recommendation,
- Contribute to team spirit, growth, and impact.

At the end of the internship and thesis, we have the strategy to disrupt the brick and block industry in the DACH, signed LOI with 3 to 5 early adopters.

Your qualifications

As candidate, you are, and you have:

- currently attending or have just finished a Bachelor's or Master's degree in Business or similar field (Business Administration, Economics, Management, Finance, etc.),
- an interest in the fast-paced world of Business Development in startup sector and values create business,
- Fluent in German and English,
- Good MS Office skills (PowerPoint and Excel),
- Analytical skills,
- A growth mindset and open personality,
- High motivation and curiosity to learn various strategic business development approaches,
- An interest in research, in company and market analyses, and in projects and project management; experience in those fields is a plus,
- Flexibility and ability to work in interdisciplinary team, agile and possibilities to switch priorities on a short notice basis

Your benefits

- Excellent opportunities for progressive learning and development
- A great professional challenge in a scale-up startup
- An entrepreneurial journey - You are part of the founding team in Switzerland!
- A motivated, driven and passionate team of professionals
- A flexible, inclusive and international work environment

Join us have fun while creating a sustainable future one building at the time!