



requestee

Find Ethical Hackers. Any time.

requestee.co

info@requestee.co

Rock as a Vendor Management Volunteer Intern @ requestee

Start: ASAP in Munich or remote

Duration: 3 months

About us

Requestee is an online B2B marketplace for ethical hacking (Check24 for good hackers). With us, companies can find and hire ethical hacking companies as easy as ordering a pizza. We have been in elite accelerators such as Xpreneurs, Grace, LMU EC and CODE. Now, we're looking to scale our startup to the next level!

Responsibilities

- Identify, prospect and reach out to new vendors from Germany and internationally
- Analyse their potential for requestee
- Contact potential vendors via email, phone or by attending online cybersecurity events and set up meetings.
- Confidently explaining the advantages and benefits of partnering with requestee
- Build and automate the manual processes with modern software tools
- Effectively manage your pipeline in the CRM, ensuring your data is well segmented and updated to a high standard
- Achieve target monthly KPIs
- Help new vendors to integrate their profile data into requestee platform

Qualifications

- Bachelor's/master's student in business administration, business informatics or similar field.
- Experience working with early-stage tech start-ups, cybersecurity companies or IT consulting is a PLUS.
- Ability to adapt quickly to new environments.
- Comfortable with ambiguity, shifting priorities and general growing pains of an early-stage technology company.
- Exceptional entrepreneurial judgment, strong work ethic and ability to deliver high-quality results in a fast-paced work environment.
- Fluency in English, both written and verbal. German is a PLUS.

What we offer you:

- Fun working environment
- Great office near to Ostbahnhof near the startup area.
- Opportunity to be part of a future market leader in the cybersecurity industry.
- Remote job possible.
- Potential to join our team as the first full-time employee afterwards.