

## About eSmart Systems

eSmart Systems is an innovative early-stage SaaS, AI and Services company that is making waves in the utilities industry, specifically focusing on solutions for grid operators. Our cutting-edge software combined with our services empowers utility companies to leverage AI capabilities to digitize their grid and optimize their asset reliability. As we continue to grow our footprint in the European and American market but also other regions, we are seeking a dynamic working student to help us on reliable data-driven decisions and further develop our revenue operations and tooling.

## Job Summary

It is a **paid working student position, starting 1<sup>st</sup> January 2024**, with working language in English; our team in Dresden speaks German. Based in our Dresden office (Altmarkt) with remote work options, you'll gain valuable experience to fuel your future success. Are you ready to grow your commercial and data skills in a dynamic SaaS and Services company? At eSmart, you'll collaborate with passionate people, get the chance to work on real-world projects, and contribute to the energy transition. This role offers the chance to bring ideas to life while connecting with global teams, working alongside other stakeholders such as Account Executives, Customer Success or Finance.

## Key Responsibilities

- You help to ensure high data quality, especially in CRM and project management systems, so both clean workflows and accurate reporting are always possible
- You support in creating reports and data analyses for different stakeholders
- You support in further developing revenue operations tools to improve the daily work of the entire revenue team
- You contribute to market and customer research to understand the target audience and help identify growth opportunities

## Your profile

- You are currently pursuing a Bachelor's or Master's degree in Economics, Business Operations, Business Administration, or a related field
- You should have at least 2 semesters of study ahead of you, ideally more
- You have very good English language skills (minimum B2 level; ideally C1 level or higher).
- Ideally you already have experience in working with **CRM** or project management systems
- You are skilled in working with Microsoft tools such as **Power Point, Word** (must have) and **SharePoint** (nice to have) and especially:
  - **Excel**: you feel comfortable with spreadsheet calculations, basic formulas, and functions, and ideally you are experienced in working with Pivot Tables.
- You are hands-on and structured, like to seek creative solutions and adept at working with numbers
- You are a team player, good at communicating, and see giving and receiving feedback as a valuable part of your everyday life

Interested? Please send a short CV to: [Clemens.gerstenberger@esmartsystems.com](mailto:Clemens.gerstenberger@esmartsystems.com)