

# Lead Venture Architect (m/f)

## About Voith Innovation Lab

The Voith Innovation Lab is a joint venture between BCG Digital Ventures and Voith, a technology leader in industrial markets.

We employ a user-centric approach to invent, launch and scale innovative ventures that build on the assets and domain know-how of the Voith organization. Being a technology leader, Voith sets standards in the markets of energy, oil & gas, paper, raw materials and transport & automotive. We rethink our product and services portfolio to take a new perspective on these markets.

Take a look at MerQbiz to get a sense of what innovation means for us.

Join us now and become part of a high-caliber team of entrepreneurs, design thinkers and operators to invent, launch and scale the industrial goods ventures of the future.

## Introducing our Venture Teams

We have entered a decade of disruption of large corporate business models, driven by a step change in the power of technology and the audacity and speed of start-ups. To be fit for the future, visionary companies like Voith are re-imagine themselves by injecting or attacking established models with new ideas fueled by technology.

Our Venture Teams consist of world-class business leaders, designers, engineers, product specialists and technology experts. Together, we are helping Voith own the next horizon of innovation.

## **JOB RESPONSIBILITIES:**

- Demonstrate leadership across all stages of the VIL business model, including innovation, product development, incubation and commercialization

### *Innovation:*

- Support Principals and Directors in leading a cross-functional team of senior professionals to build and launch new ventures, products and services on behalf of clients, adhering to strict deadlines and integrating all perspectives into a strong product brief
- Analyze start-up deal flow to understand imminent disruptions and identify tech acceleration opportunities
- Establish key performance indicators for venture outcomes while also defining the business model and case for new ventures, products and services
- Define the business model options and case for new ventures, products and services
- Develop the economic model and business plan for new ventures, products and services
- Test and validate assumptions while creating a sensitivity analysis for key drivers
- Assess internal capabilities and capacities to develop a sourcing strategy

- Quantify business value and funding models
- Define the commercial launch and go-to-market strategy
- Create the framing report (an overview and explanation of the project scope, objective and hypothesis) for new initiatives
- Collaborate with the Strategic Design and Product Development leads, as well as clients, to define a minimum viable business build (or product / service)

*Incubation:*

- Plan and deliver new ventures, products and services
- Mobilize new venture models by defining the target state, commercial partnership construct and success criteria
- Adopt a lean start-up approach to building a minimum viable business and go-to-market strategy
- Outline key team roles and responsibilities across work streams
- Identify required partners for regulatory requirements or support needs
- Define the investment business case and outline key performance, measurement and reporting frameworks
- Explore and define commercial partnership options with the client, considering alternate fee arrangements as appropriate
- Work with Strategic Design and Product Development leads, as well as clients, to align feature prioritization with go-to-market testing

*Commercialization:*

- Facilitate the build and testing of operational processes, systems and reporting capabilities
- Implement an early feedback loop to enable continuous feedback, learning and iteration for ventures, products and services
- Monitor and report key business and customer success measures to clients, including regulatory reporting, celebrating successes and balancing opportunities for improvement
- Review service-level outcomes across support partners, ensuring accountability and providing feedback for change where required
- Mobilize follow-on release plans with consideration to both the run and change aspects of the venture, balancing value creation with quality of product and service
- Foster an environment of innovation and customer centricity, institutionalizing agile innovation practices and a customer insight to action culture

*Client Management (all phases):*

- Help strike the balance between clients' needs and business requirements
- Ensure all perspectives are appropriately represented

*Business Development and IP Creation (outside of Venture work):*

- Contribute to business development ahead of, as well as throughout, client engagements
- Create intellectual property, points of view and industry/ topic platforms
- Contribute to the development of thought leadership across a range of emerging business, technology and design topics
- Design and facilitate co-creation sessions with multi-disciplinary client teams

## **BASIC JOB REQUIREMENTS:**

- 6+ years of experience with strategy development, business planning and future visioning, as well as quantitative and economic modeling (preferred)
- Design or product development expertise
- A background in product prototyping and testing
- A bachelor's degree (business, psychology, economics, strategy or equivalent from a top-tier institution preferred)
- A master's degree (postgraduate, MBA or equivalent study)
- Experience in a high-pressure start-up environment with exposure to multidisciplinary teams and/or involvement with a top-tier consulting firm

## **What we offer:**

- International and interdisciplinary teams working on ventures for Voith worldwide
- Opportunity to gain relevant experiences in building companies across different B2B industries
- Regular office and team events as well as constant exchange in the Berlin startup scene
- Individual learning opportunities and a tailored training program
- Modern office in the vibrant heart of Berlin
- Relocation assistance for internationals

Does this match your profile? If so, we look forward to receiving your application in German or English at [recruitment.berlin@bcgdv.com](mailto:recruitment.berlin@bcgdv.com)

*Voith Innovation Lab is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, age, religion, sex, national origin, disability, protected veteran status, or any other characteristic protected under federal, state or local law*