

Senior 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.

As a Senior Venture Architect, you will join a dedicated multi-disciplinary team developing a digital business for a client, working directly with their senior leadership team. Projects will have elements of digital innovation, product design, product development, and commercialization.

JOB RESPONSIBILITIES:

- Explore and analyze markets and trends in the industry
- Perform competitive analysis and identify current best practices and market leaders
- Size the existing customer market, as well as identify trends and relative positioning
- 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
- 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)
- Plan and deliver new ventures, products and services
- Identify required partners for regulatory requirements or support needs
- Business Development and IP Creation (outside of Venture work)
- 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

BASIC JOB REQUIREMENTS:

- 3+ years of experience with strategy development, business planning and future visioning, as well as quantitative and economic modelling (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 and free German language courses

Does this match your profile? If so, we look forward to receiving your application in German or English at 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