

## **Job Spec Summary: Matmerize – Business Development Intern, Summer 2022**

Are you excited about the growth potential and industry impact of the burgeoning materials informatics field? Want to contribute to a startup which develops Artificial Intelligence (AI) capabilities to accelerate new materials design, thus driving breakthroughs in next-gen advanced sustainable products? Do you thrive on engaging with industry thought leaders to help them solve their R&D bottlenecks?

Matmerize is a startup that uses machine learning to accelerate and transform the development of new materials for applications in sustainable packaging, semiconductor manufacturing, aerospace, and a broad range of other applications. We have built a platform called PolymRize that helps materials manufacturers and R&D experts commercialize new materials technologies at unprecedented speeds. This approach dramatically reduces material development costs and development cycle time and accelerates top-line sales growth. For more information, check out our website at [www.matmerize.com](http://www.matmerize.com).

We have been awarded over \$400,000 in non-dilutive funding and are now looking to grow our team. We are looking for a Manager of Business Development to join our team of world-renowned AI/ML experts committed to developing *the* standard for data-driven polymer materials technology development.

### **Who are we looking for?**

We are looking for a Manager of Business Development to join us starting Summer 2022 (starting earlier is possible) as an intern (up to 40 hours/week) with opportunities for full-time employment subsequently.

As **Manager of Business Development**, you will work directly with Matmerize's core team to grow the number of materials manufacturers we serve. If you love crafting compelling presentations and you strive to build relationships with engineering teams and business leaders, this is the role for you. The role requires passion, dedication, persistence, tenacity, attention to detail and insatiable curiosity. You will be tasked with using your creativity and organization to open new customer relations pathways and maintain strong customer relations. Most importantly, it requires an ability to listen intently to the customer, and exercise 'adaptive inquiry' to understand both the technical and business drivers motivating the customers' interest in adopting new AI/ML tools into their workflow. Matmerize is growing to serve a changing industry, and we are looking for thoughtful, resourceful individuals to help us grow as efficiently as possible.

If you think you are a good fit, even if you do not meet the exact qualifications below, please reach out.

**What will be the nature of your activities at Matmerize?**

- Identify and research leading polymer, plastic, and formulation companies, in alignment with the Company's business development strategy
- Establish relationships with such company leaders by creating a network of industry professionals
- Organize, prepare, facilitate and lead in meetings with senior technology directors, polymer and formulation scientists, and IT/informatics leadership
- Prepare sales tools, quotes, pilot agreements and long-term business agreements
- Drive new product extensions/enhancements by working closely with our engineering team

**Qualifications**

- Basic understanding of the materials industry and polymer/plastics market and strong interest for driving digital transformation efforts in this market segment
- Ability to lead and conduct meetings with technical and non-technical audiences
- Ability to build relationships with no prior introductions
- An abiding respect for schedules and milestones
- Excellent written and verbal communication skills
- Ability to comfortably discuss chemistry and polymer science is a major plus
- Ability to comfortably discuss machine learning and chemical simulation is a major plus

Please direct all inquiries to: [info@matmerize.com](mailto:info@matmerize.com)