

## Internship or permanent position in Business Development, Legal or Financial Controlling in a fast-growing FoodTech startup

**Join Upgrain** – UpGrain, an upcycling pioneer company located in Appenzell, Switzerland, is revolutionizing the future of sustainable food. Focused on establishing brewer's spent grain (BSG) as a new protein and fiber source, our innovative upcycling process extracts plant-based resources locally sourced and applicable to diverse food applications. As a StartSummit winner and in collaboration with our strategic partner, Brauerei Locher AG, we've commissioned Europe's largest upcycling plant for plant-based proteins and fiber.

We are now aiming for further ambitious goals and is therefore also looking to strengthen our team in various areas. Over the next 12 months, we expect to double our headcount to keep pace with growth. We are therefore dependent on you, so please let us know if one of the areas listed below appeals to you and we would be delighted to receive your detailed application:

### What will be your main tasks in the different areas?

#### Business Development (100%)

- Conducting business and market analyses and participating in customer presentations to make strategic contributions to the growth of our companies.
- Participate in customer issues, such as creating promo plans, preparing proposals, creating sales materials and coordinating issues with the sales force.
- Supporting the provision of customer-specific documents for product launch cycles.
- Identifying and developing new markets and business contacts.
- Provide sales support.
- Specific Requirements:
  - Current Master's / Bachelor's student or graduate in business administration or economics
  - You have already gained some relevant work experience
  - You can imagine joining Upgrain full-time

#### Legal (40-100%)

- Support in drafting and reviewing contracts, also for international co-operations.
- Advice on trade mark and group law
- Support in the area of IP rights at national and international level
- Monitoring of regulatory requirements in DE & CH and liability management
- Support in maintaining the group structure and cooperation with our German subsidiary
- Specific requirements:
  - You have a Master's degree in Law/Law and Economics, or are a Ph.D. candidate
  - You have already gained first relevant work experience
  - You would like to support Upgrain with a workload of 40% to 100%

### **What are we looking for?**

- Entrepreneurial talent with strong interpersonal skills
- Ability to prioritize, work independently and meet commitments
- Creativity, innovation and initiative as well as analytical thinking
- Proactivity, flexibility and passion to drive own projects forward
- Very good communication skills in German and English
- Good knowledge of Microsoft Office, especially Excel and Power Point
- Internship over a period of at least 6-12 months, or permanent position
- You are willing to work on site in beautiful Appenzell

### **What can you expect from UpGrain?**

- Work with a fast-growing and dynamic team of entrepreneurs and learn what it means to be a FoodTech entrepreneur.
- You can actively contribute to different areas and will always find open ears for new ideas.
- Enjoy flexible working arrangements.
- You join a goal-orientated company and can shape a sustainable future with us today.
- You will gain an insight into the entire value chain from the B2B raw materials industry to the B2C FMCG brand.
- Positions offer long-term engagement potential, providing an opportunity for sustained professional growth.
- Free beer – because hard work deserves a refreshing reward!

Are you the one we're looking for? Then send us an application letter and your CV to [info@upgrain.ch](mailto:info@upgrain.ch) and we'll be in contact soon!

We look forward to receiving your application!

Your Upgrain Team.