

Job Description: Internship Technology Scouting

Company Name: Lotus Partners

Primary Contact Name: Rohit Kanungo

Primary Contact Email: rohit@lotuspartners.tech

Technology Sector: Advanced Materials and Photonics

Location: Remote

Start date	Duration	Rewards and incentives
Flexible	8-12 weeks	€300/month

About the company:

Lotus Partners (www.lotuspartners.tech) is a boutique deep science technology venture builder specializing in the commercialization of advanced technologies. We bridge the gap between laboratory developed innovation and market focused product development. We work closely with a series of world-leading R&D centers across continental Europe to help define commercial applications of platform technologies. When we say platform technologies, we refer to complex underlying technologies which could have multiple applications in a wide variety of sectors or customer segments. We help to define a specific commercial application and value proposition, design industrial validation projects and develop partnership with corporates and R&D centers through joint ventures or other commercial agreements.

Our team consists of highly qualified experts from both Global 100 Corporations as well as international high growth startups in Europe and the US. This means that we bring deep experience on both ends of the commercialization continuum, from large corporate M&E and deal-making as well as the very early stage of innovation validation, productization and commercialization. We leverage this experience to bridge the technology transfer gap and to create unique business models and product applications focused on real industrial needs.

Lotus Partners is an impact led venture builder. For each technology we select, we draw a direct link to one of the UN Sustainable Development Goals. This is an important step towards ensuring that all of the work we do has a direct and positive impact on global sustainability.

Scope of Work

The intern is responsible for identifying deep technologies which serve as potential candidates for new venture creation at Lotus Partners. S/he will proactively pursue opportunities where Lotus Partners can build relationships with scientists creating deep tech IP. The opportunities may include, but are not limited to, studying and identifying technology trends, reaching out to researchers and scientists, or developing industry specific strategies proposing multiple deep technologies.

Once specific technologies are identified, s/he will lead the technical validation of said technologies with the aim of validating their commercial viability and growth potential. Lotus is focused on creating high growth startups that have \$1 billion valuation potential (“Moonshots”). Where feasible, s/he will directly lead the technical analysis to determine the validity of the technology. Where necessary, outside resources or contacts may be required, in which case s/he will search for the person with the appropriate profile to provide Lotus with the highest quality advice.

Deliverables

1. Study technology trends in one of the focus areas — advanced materials or photonics — with applications linked to UNSDG such as medical technology, clean energy, food technology, etc. and talk to key opinion leaders (KOLs) to map the target technology landscape and applications areas for scouting
2. Find > 25 research groups in the Netherlands that can be targeted for scouting.
3. Scout research groups and generate 5-10 new technology candidates for review as potential new ventures.
4. Review and assess the technological potential of candidate technologies and make recommendations for 1-2 candidates with Moonshot potential.

Candidate Requirements

- Degree in Science and Innovation
- Passion for deep tech especially in our fields of product focus
- Demonstrated ability to work independently
- Strong entrepreneurial spirit and creative problem solver
- Comfortable working in 100% virtual environment
- Fluent English speaker, with excellent oral and written communication skills. Other European language is a plus
- Great networker with experience in customer cold calling preferred
- Experience in technology transfer is a plus
- Product development experience

Selection procedure: Letter of motivation + CV + interview