

Sharbat House, 9th Floor  
4 Kaufmann St., IL-68012 Tel-Aviv  
P.O.B. 50150, IL-61501 Tel-Aviv  
Tel.: +972-3-6806800  
Fax: +972-3-6133528  
E-Mail: info@ahkisrael.co.il

<http://israel.ahk.de>

עמותת רשומה  
בית שרבוט, קומה 9  
רח' קויפמן 4, תל-אביב 68012  
ת.ד. 50150, תל-אביב 61501  
טלפון: 03-6806800  
פקס: 03-6133528



## Placement Opportunity

Undergraduate (BA) student: ☒

Graduate (MA) student: ☒

Reference:	Naki – Business Development
Company Name:	Naki
Company Type: (Startup/Mature/...)	Startup
Location: (full address)	7 Shevah St. Tel Aviv
Duration of stay: (min 2, max 6 months)	Min 4 month, max 6 month

### Company Description:

**Naki** is a circular economy startup developing technology to Reuse Fatty sludge from the food industry as feedstock base in Tel Aviv with Labs in south Israel.

**Naki** offers economical and site-based solutions to convert waste, currently disposed of in different ways, to a usable commodity. This solves raw material shortages in biofuel production and can replace the use of virgin oil.

Our positive impacts are saving **260M CO<sub>2</sub>-eq/l** by using our material instead of fossil fuel.

### Job Description and Tasks:

The ideal candidate is an energetic self-starter with the ability to identify influencers and key decision-makers within European biofuel market.

You will discover qualified opportunities by build relations with the SAF & Biofuels industry and establish long-term relationships.

Drive top-of-the-funnel lead generation for purchase department and innovation centers at oil& gas industry and renewable energy users. (BP, chevron, shell, Neste Ecomotion and more)

Consistently achieve opportunities with sustainable fuel or renewable fuel users and startups.

### Essential Requirements:

1. Strong interpersonal and analytical skills
2. Presenting and reporting to company's commercial and technical management team
3. We believe candidates from the following faculties will be a good match (but open to various backgrounds): Business Management, Industrial Engineering, Economics, Exact Science, chemistry, oil& gas background.
4. Understanding and articulating customers' needs and requirements and analyzing whether the company's solutions or products are suitable to meet these needs
5. Feilding technical or business questions from potential customers
6. Fluent in English & German.

Sharbat House, 9th Floor  
4 Kaufmann St., IL-68012 Tel-Aviv  
P.O.B. 50150, IL-61501 Tel-Aviv  
Tel.: +972-3-6806800  
Fax: +972-3-6133528  
E-Mail: info@ahkisrael.co.il

<http://israel.ahk.de>

עמותת רשומה  
בית שרבת, קומה 9  
רח' קויפמן 4, תל-אביב 68012  
ת.ד. 50150, תל-אביב 61501  
טלפון: 03-6806800  
פקס: 03-6133528

**Remuneration Details:**

*Due to visa regulations a salary is not allowed.*

lunch and transportation expenses of the interns.

Visiting company sites all over Israel.

Monthly Happy hour and cool Ecosystem events.

option to be part of the Naki's European front office next year.