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עמותת רשומה
בית שרבת, 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:	Ottopia – Business Development Operations
Company Name:	Ottopia Technologies Ltd.
Company Type: (Startup/Mature/...)	Startup (42 employees)
Location: (full address)	Rival st. 26, Tel Aviv, Israel
Duration of stay: (min 2, max 6 months)	4-6 months

Company Description:

Ottopia is a Tel-Aviv software company that enables the commercial deployment of all autonomous vehicles (AVs). Using Ottopia's software, remote humans can solve any challenge that autonomy alone cannot.

With Ottopia's teleoperation technology, major OEMs and AV companies close the performance gap of AVs, cut R&D costs, provide flawless customer experiences, and comply with regulations.

Ottopia is the global category leader of teleoperation and is already transforming several industries, including Transportation, Logistics, Last-mile delivery, and Construction.

Visit <https://ottopia.tech> or <https://www.linkedin.com/company/ottopia> to learn more.

Job Description and Tasks:

As a **Business Development Operations Intern** at Ottopia, you will have the opportunity to work directly with our CEO and with our Director of Business Development to maintain the highest level of excellence in our business development efforts. This role is ideal for a very driven, detail-oriented individual who is eager to gain hands-on experience in the autonomous vehicle industry and contribute to the growth of a pioneering technology company.

Your key responsibilities will be:

1. Sales Support and Client Engagement: Assist in filling in information in CRM (Customer Relationship Management) tools. Organize meetings, calls, and events with prospective clients and partners. Participate in business meetings, take notes and follow up with internal stakeholders to ensure timely completion of tasks.
2. Communication and Collaboration: Effectively collaborate with cross-functional teams. Contribute to internal and external communications as needed.
3. Operational Process Improvement: Participate in documenting business development processes. Assist in data collection and analysis to help streamline business operations

Essential Requirements:

1. Excellent verbal and written communication skills (English).
2. Ability to work in a fast-paced, collaborative environment.
3. Highly organized and detail-oriented.
4. Interested in the automotive industry and/or autonomous technology.
5. Proficient in AI tools such as ChatGPT.
6. Hungry to learn, work hard and contribute a lot.

Remuneration Details:

1. *Become part of a world leader in its field.*
2. *A vibrant work environment with strong core values and a culture of excellence.*
3. *A hands-on experience in the growing field of autonomous mobility and logistics.*
4. *Mentorship and guidance from experienced professionals.*
5. *Lunch expenses, happy hours, trips and all company welfare events.*

Ottopia is an equal opportunity employer. All eligible candidates are encouraged to apply.