

**Who we are?** Serino is building the future of infrared sensors which will enable humans and machines to capture and understand the hidden and invisible ingredients of the world around us. For example, our technology can be a pocket-sized sensor to analyze food quality or a diagnostic tool for breast cancer detection. There are many potential use cases for our patented technology, for instance: pharmacy, consumer electronics, the food and beverage industry, medical diagnosis etc. Our startup has won multiple highly awarded awards: the 1<sup>st</sup> place and 250,000€ in the medical valley award 2020, 1<sup>st</sup> place in the “falling wall labs” 2021, 50,000€ “LMU excellent” 2022.

We’re an international and multidisciplinary team of engineers and scientists of the LMU Munich University ready to bring our cutting-edge technology to market. Within a few years this will be a multi-million market strategy and we’ll become a global player in the semiconductor industry. For this mission we’re looking for an experienced entrepreneur as a CSO. You will plan, shape and execute our go-to-market, funding raising and build an amazing team for Serino’s commercialization. Join us if you are passionate about creating world-class products, want to solve real customer problems & build one of the world’s most innovative companies in the semiconductor industry with us!

### Tasks/ Your Challenge

You are responsible for turning the wide potential given by our technology into clever applications, clients and eventually profitable business. That includes the following tasks and responsibilities:

- You identify and prioritise global market opportunities and define our business and go-to-market strategy.
- You execute our go-to-market: You talk to potential customers, showcase and sell our technology, iterate and reshape our business strategy based on these experiences.
- You build a strong team of business developers and marketers for scaling up.
- You develop and manage partnerships and supplier relationships.

### Requirements/ Your Profile

- You’re an entrepreneur by heart!
- You’re hands-on and pro-active, ready to make your hands dirty and never give up until you succeed.
- You’re results-driven, solution-oriented coupled with a perspective for the big picture.
- Completed studies in Business, Management, Business Informatics or equivalent.
- Professional work experience in the area of sales or business development.
- Prior entrepreneurial experience is a big plus.
- You’re a team player and enjoy working in a cross-functional environment.
- Excellent verbal and written communication skills (German and English).

### What we offer

This is your chance to build a leading high-tech venture and a fantastic team! We will offer you a competitive compensation package (salary, benefits and shares) - in addition to that:

- You will receive full responsibility and maximum impact in your area as well as a creative working environment with short decision-making paths.
- A steep learning curve which only entrepreneurs experience.
- Highly international, diverse and passionate team.
- Regular team events - indoor and outdoor activities, like bowling, hiking, and pizza fests (amongst many others).
- Flexible working hours, WFH is possible.
- The best part comes last: Bavarian beer!

Does that sound like we have caught your interest? Great! Let’s take the next steps! We look forward to receiving your detailed application! [a.amin@lmu.de](mailto:a.amin@lmu.de), [serino-tech.com](https://serino-tech.com)