

Description

Our student initiative is based at ETH Zürich (Hönggerberg) and inspires students across Switzerland in hands-on space engineering challenges through collaboration with academia and industry.

ARIS goes into the 3rd round: Following project HEIDI, ARIS participates at the Spaceport America Cup 2020 in New Mexico and develops its own Rocket Engine. ARIS conducts events around these activities and is constantly reaching out to sponsors, the public and the next generation. A management team organizes logistics, finances, marketing and sponsoring for the whole association.

As **Sponsoring and Relations Manager** your main responsibility is to acquire new big partners for ARIS by “selling” ARIS and its project to potential sponsors and aligning ARIS’ outreach strategies.

- Create a sponsoring strategy on how to propose to mainly industrial sponsors sponsors for value in kind and cash, define sponsoring packages
- Represent ARIS, pitch the initiative and connect with industrial as well as academic partners
- Set-up contracts with new partners
- Coordinate sponsoring efforts with the project managers and team leaders
- Define communication activities together with the marketing team (e.g. brochures, homepage, social media activities etc.)
- Ensure sponsors are being represented correctly on ARIS platforms
- Use/extend our Customer Relations Management (CRM) database
- Attend weekly meetings with the Operations and Management teams
- Participate in Leadership Workshops

Expectations

From each our team members we expect:

- We expect you to spend 2-3 days a week on the project and be able to join team meetings and workshops in Zurich
- Be flexible to do meetings with industry & academia during working hours
- Be comfortable to network with new people
- Be comfortable to stand up and present ARIS to whatever audience
- Be proactive and able to take responsibility
- Fail, get up and learn from it
- You don’t have to be a specialist yet but you are willing to become one!

What do you get?

By participating in this unique challenge you will:

- Learn how to gain partners for your vision
- Establish and grow your network in industry and academia
- Learn how to integrate your activities in real-world model company
- Take initiative outside of the class room and gain hands-on experience
- Be part of a friendly community, grow as a unit and build life-long friendships
- Kick start your career!

Start Date: July / August 2019

Duration: Minimum 2 semesters

Working hours: 2-3 days/week

Any questions? Get in touch.

We look forward to hearing from you! Please submit a complete application, including CV. If you have any questions, please reach us on contact@aris-space.ch