



Sustainable Innovation & Venture Consultant

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Entreprise : **Aster Fab**
Période : **2024 – 2025**
Tuteur entreprise : **Hélène Maxwell**
Lieu : **26 avenue de l'Opéra, 75001 Paris**

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Nom de l'entreprise/entité

At the nexus of Venture Capital and Consulting, Aster Fab enables the needed transformation of hard-to-abate industries by tapping into the climate tech gold mine.

References include: EDF, Bouygues Construction, Suez, GTT, Vinci, Orano, Biogen, Terna, Alstom, Imerys, OMV, Plastic Omnium, Manitou, Motul, Horizon Europe...

Descriptif du projet

You'll be exposed to 4 types of studies

- Bold sustainable innovation priorities (focus area definition, need mapping, innovation portfolio modeling, investment thesis definition...)
- Impactful innovation instruments (audit, design, launch and/or pilot CVCs, accelerators, startup studios, call for applications...)
- Deal flow-as-a-service (technology mapping, climate tech startup scouting, rating, mapping collaboration scenarios, POC facilitation...)
- Transformative sustainable M&A and CVC deals (opportunity analysis, valuation, due diligence, deal execution...)

Méthodologie envisagée

You will

- Actively take part in all Aster Fab projects from start to finish:
 - Take part in client meetings (kick-off, bi-monthly and final meetings)
 - Conduct market research on a wide range of technology topics

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- Scout for Climate Tech startups and score them using Aster Fab's well-established rating methodology
- Benchmark Open Innovation and Corporate Venture Capital best practices
- Conduct interviews with industry experts, venture capitalists, and entrepreneurs to gather insights
- Prepare educational workshops on various topics
- Draft studies on PowerPoint with a presentation of the research, highlighting the main insights and recommendations to the client
- Take part in Aster Fab's development
 - Contribute to business development efforts through the drafting of proposals
 - Take part in our offering definition and launch of new services
 - Contribute to the organization of online events to further build our reputation

You will work directly with Aster's management team to further develop your role.

Profil(s) recherché(s)

You are enthusiastic about the idea of taking part in the development of a **pioneering** business in France and beyond

Having a positively **impactful** job is not optional for you

You are eager to **learn** and grow your skills

You are **rigorous**, analytical and organized

You are autonomous, **proactive** and flexible

You are familiar with the startup and venture capital world

You are savvy as well as personally engaged on **climate change** and sustainability

You are fluent in **French** and **English**, written and spoken – French is a must-have

You are service-oriented and driven by **customer satisfaction**

You have an entrepreneurial spirit and you are eager to take and **lead initiatives**

You show strong **interpersonal skills** and empathy, you are an active listener

You identify with the **values** of Aster Fab