



Schiffkorb aims to foster production of high cash crops at origin before exporting to the bigger Market in Europe and beyond. We create impact by creating jobs, and developing the Agricultural industrial sector in Africa. Our business model is beyond fair-trade and in everyday practice, Schiffkorb is aligned with and committed to 9 out of the 17 Global Goals for Sustainable Development (SDGs). These include: 1,2,3,4,6,7,8,9,12

- No Poverty,
- Zero Hunger,
- good health and well-being;
- Quality Education,
- clean water and sanitation;
- Affordable & clean energy;
- Decent Work & Economic Growth;
- Industry, Innovation & Infrastructure;
- Responsible Consumption & Production.

Co-Founder

Job Description

Schiffkorb is seeking a co-founder with an entrepreneur mind-set to works with other co-founders to establish and direct the activities of a business start-up in Switzerland. This is a dynamic role with responsibilities that can include identifying market opportunities and enable our products fill a specific niche, developing business plans and forecasts together with other founders, and participating in early marketing activities to build brand awareness and excitement for our company or products.

Ideal Co-founder:

- excellent big-picture thinker to driving schiffkorb's early successes.
- practical and hands-on to lead products route to market development and bring new products to the market.

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Co-Founder Duties and Responsibilities

Identify Market Opportunities for our products to enter the market. As a co-founder you will Collaborate with other founders to identify opportunities or areas where consumers may appreciate our products. To be successful, we need to take the big-picture view of our market segment, identify what is working and what needs are not yet being addressed, and determines whether that market presents an opportunity to establish and grow a successful company within that space.

Manage Product Development

As a co-founder, you also play an important role in product development and implementation. In the early stages of our new start-up, you take a very active role in developing a product story, determining specifications, and bringing the product to new markets. This aspect of the role is hands-on and critical, as successful product placement determines whether our new venture is ultimately successful.

Direct Marketing and Promotion

All founders are responsible for conducting early marketing and promotion for our products. As a co-founder, you will need to participate in networking activities and building anticipation for our products to ensure that there is demand once the products are placed on the market. This part of the job can include building a social media presence, crafting press releases, and attending industry events to build word-of-mouth.

Create Business Plans and Documents

Another responsibility as our co-founder is creating business plans and important documents, which can include financial information, hiring documents, and business registration materials. (Benjamin is currently keeping this book in order). You will work together with legal experts to structure our businesses and create legal documents that outline each co-founder's responsibilities, shares of equity, and terms of a partnership or corporation.



Build and Lead Teams

As our company grows, we also need to build and lead effective teams. This aspect of the role involves high-level decision-making as well as the ability to identify areas where it benefits the company to bring in new personnel. The ability to inspire and lead teams will help Schiffkorb scale, you will help hire and retain staff members who are dedicated to the company's success.

Co-Founder Skills and Qualifications

You need to balance big-picture thinking with the day-to-day tasks that go into building a successful company. All educational background are welcomed but must be from a Switzerland university and have the following skills:

- Strategic thinking– need to excel at strategic thinking in order to identify product opportunities and make business decisions that ensure long-term success and growth
- Market research– it's also vital that you are able to conduct market research and analyze trends and data to make well-informed business decisions
- Product development– in the early stages of Schiffkorb, we all take an active role in product/market development, making both high-level and minute decisions regarding our products before they go to market
- Marketing and promotion– need to successfully promote our products before they go to market, building anticipation and creating demand through social media, advertising, and networking
- Personnel management – as Schiffkorb grows, you need to excel at recruiting, hiring, and retaining talented and dedicated staff members who can help bring the co-founder's vision to life.
- Financial planning– together, we need a solid grasp of financial planning and forecasting.
- You should be able to set milestones and budgets to ensure solvency and long-term growth.

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Opportunity

To be very clear: We are promising zero comfort to applicants. Instead, hardship. But we also anticipate a reasonable good chance of success. We need to build the right team to create that success.

And if successful, “honor and recognition” as well as a fair founder’s compensation out of profits. But first, low to no pay. Long hours. Good concepts and a chance of success ahead. A future job with good pay and the opportunity to work on sustainable development and high-grade sales and marketing.

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