



Summit

Department Description

Want to gain deep insights into Europe's booming startup ecosystem? With over **3500+ participants** coming to St. Gallen every year, START Summit is **Europe's largest student-run startup conference**, and you have the chance to be part of the organizing team!

Your tasks in the Summit department will vary from **reaching out to speakers** such as [Neil Rimer](#) (Co-founder Index Ventures), [Matt Cohler](#) (Founding Team Facebook) and other established entrepreneurs, developing **growth channels** for our ticket sale, pitching our project in front of **Europe's best investors**, to **managing the event** on-site. Also, you will be able to acquire operational insights into how such a large event is organized and help shape our visitors' experience.

Words can hardly describe START Summit, just have a look at [our Aftermovie!](#) 🚀

Your Profile

- You have a profound interest in the **entrepreneurship and technology ecosystem** and current developments
- You are dedicated and committed to our **ambitious goals**
- You are a **team player** and have good communication skills
- You are a **feedback-oriented** and have an inherent drive to improve yourself

Your Benefits

- Gain deep knowledge of the **startup and tech ecosystem**
- Collaborate with the most interesting & important players of the startup & investor ecosystem, and create and **leverage valuable contacts**
- Master important **communication skills** that will boost you throughout your professional career
- Pick up and conquer **hard skills** like Sales, Marketing, Project Management, etc.
- Take part in regular **social events** (parties, cooking dinners, sport events, etc.)

If you are interested and have any questions, please contact:



Ruben Reuter
Managing Director | Summit
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Positions

Content

You will be responsible for ideating, creating, and managing (mostly on-stage) Content.

- Dive deep into the startup ecosystem and **spot trends** on who & what is hot right now
- Reach out to, and **fix top-tier speakers** like [Neil Rimer](#) (Co-founder Index Ventures) or [Daniel Weinand](#) (Co-founder Shopify)
- Coordinate the “**customer journey**” of our Speakers

Growth

You will be at the intersection of Marketing & Sales, aiming to attract the most high-quality attendees.

- Create our **ticketing strategy**, which is one of our most important revenue streams
- Develop and execute on **growth strategies** such as Multiplier-Partnerships, Content Marketing and Social Media Marketing
- Design and **manage off-stage formats** like our Pitching Competition, Startup Booth, Speeddating, etc.

Event Management

You will be responsible for having the overview of the development of the whole event, and organizing all the behind the scene activities.

- Ideate and execute **START Global events** such as parties, recruiting events, etc.
- Draft our **supporter strategy**, recruit supporters, and manage them at the Summit
- Create & Design the **on-site design & logistics** (such as our Stage Concept, Banner & Designs, or the Afterparty) of a 3500+ participant event

Investor Partnerships

You will be responsible for contacting, pitching to, and managing [Europe's best Investors](#).

- Dive deep into the startup & **VC ecosystem** to see which investors are hot
- Manage **Partnerships** with firms like **Sequoia**, Index Ventures, Pius Capital or Cherry Ventures
- **Handle our Investor Partner** and their formats (such as the Investor Reception or Workshops) on-site

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