

COVER LETTER

Dear Hiring Manager,

I am excited to apply for the position of Research Expert at HHLA Next. With a strong academic background in logistics and a PhD focused on quantitative analysis in the frame of entrepreneurship, I am confident in my ability to contribute effectively to your team and help define the digital logistics market of the future.

During my studies, my business specialization was logistics & supply chain management, where I developed a deep understanding of the industry-specific challenges and innovative technologies shaping the sector. My passion for logistics and transport is matched by my rigorous research skills and analytical capabilities.

In my PhD, I conducted extensive quantitative analyses of startup trajectories using renowned platforms such as PitchBook, AngelList and Crunchbase. My research aimed at predicting the success or failure of startups, providing me with a comprehensive understanding of the global startup ecosystem and the innovation activities of leading industry players. This experience has honed my ability to systematically track industry trends and interpret data to forecast future developments.

Beyond my academic experience, I have also gained valuable insights while engaging with a consulting company within the transport and logistics sector. This exposure provided me with practical knowledge of the operational and strategic aspects of the industry, enhancing my ability to identify and analyze industry-specific problems and innovative technologies.

I am particularly enthusiastic about early-stage innovation topics and the potential they hold for new business models in logistics and transport. I am eager to leverage my expertise to contribute to HHLA Next's strategic vision by identifying and analyzing emerging trends and innovative solutions.

Thank you for considering my application. I am looking forward to the possibility of discussing how my academic background and professional experiences align with HHLA's goals in more detail.

Warm regards,

Joschka Schwarz