



Task descriptions:

APPLICATION FORM: GLOBAL TRAINING PROGRAMME 2016 - 2017 – INTERNSHIP INFORMATION

CORPORATIVE INFORMATION		
Name of the company		CrossCloud GmbH
Contact Person		Christoph Hechenblaikner
Location	Country	Austria
	City	Graz (8010)
	Address	Plüddemanngasse 39
Sector		Software Development, Cloud Computing, Cloud Storage, IT Security

PROPOSED INTERNSHIP INFORMATION		
Number of trainees to host		1
Extension time (extra months and salary) OPTIONAL SEE DOCUMENT: <i>"FORM 2_Global Training 2015 extension preliminary agreement"</i>	Extra months (2, 3 or 4 months)	4
		1024€/month
	Monthly payment for extra months (between 0-1024€/month)	

INTERNSHIP/PLACEMENT INFORMATION		
Department (in case you want more than 1 trainee, indicate the different departments where they will work)		2 different profiles/projects offered, but just 1 trainee will be selected a) Development b) Marketing and Sales
Description of project/activities (in case you want more than 1 trainee, indicate the different projects/activities on which they will work)		Note: Please find a description of the tasks below. a) Python development: CrossCloud desktop application (Windows, Linux, MacOS), file synchronisation engine , improvement of file-encryption / key exchange mechanisms (including our SaaS key exchange service mykey.io), implementation of a sharing policy framework (including server software to manage it), optional: contribution to our research projects, mobile applications b) Marketing and Sales: Creation and improvement of a B2C metric/KPI tracking and measurement system, discovery of new user acquisition channels for B2C and B2B, coordination of the corporation with enterprise partners, customer discovery of potential enterprise customer groups, customer interviews and target market analysis to discover potential customer needs / problems CrossCloud can solve, conception for an enterprise sales team and sales strategy

Task Descriptions	<ol style="list-style-type: none"> 1) Desktop application: CrossCloud is a client application for different platforms, where the main component of CrossCloud is it's dektop application for Windows, Linux and MacOSX. This tasks involves improvements of this desktop application in various areas such as File-System-Monitoring, Sync-Task-Pipeline or Usability. 2) File synchronization engine: The core of all CrossCloud applications is our so called SyncEngine. It contains the logic to perform file synchronization, reduction and handling of all cases occurring during synchronization. 3) File encryption: CrossCloud supports client side encryption of shared and non-shared data using hybrid (symmetric / asymmetric) cryptographic methods as well as new approaches to topics like key-exchange. This mechanism constantly needs to be improved and new functionality has to be added. Future tasks might deal with the topics: BlockChain, Certificate exchange, key storage and management and many more. 4) Sharing policy framework: For business / enterprise customers, CrossCloud provides the functionality of defining rules for how data can be shared by it's employees. As example, such a rule could state that no CAD-file matching certain confidentiality criteria can be shared over a specific cloud storage service. CrossCloud checks against such policies (either statically defined or calculated on a backend-server) and takes measures to enforce them. Tasks in this field contain the creation of a framework for policy-checking as well as the protocol, communication structure and backend-server-software to enable this. 5) Research projects: CrossCloud performs research in various different areas such as: global cloud storage provider benchmarking and modeling of cloud storage metrics, modeling and prediction of user behavior (AI), clustering of user data, new approaches toward key-exchange and many more. Interns can be assigned to support these research groups dependent on their interests and work-load / priorities during the internship. 6) B2C metric/KPI tracking: In the field of B2C users, it is essential for CrossCloud to extensively monitor, track and document user behavior. Based on existing technology and new tools / approaches tasks in this area deal with establishing a system performing these tasks. A special goals of this area is to prodive user acquisition, user behavior and user retention data for fundraising at the end of 2015. 7) Cooperation with enterprise partners: The B2B solution offered to business customers is currently being developed with business partners in different industries. This cooperation requires extensive collaboration and communication between CrossCloud and it's partners to a) gather customer feedback and make sure the product still fits discovered user requirements b) discover new (often implicit) requirements and cluster them according to factors like industry etc. 8) Customer discovery and interviews: As for every start-up, it is essential to have tight feedback and constantly run experiments
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	<p>to understand the market and customers. Tasks in this area are the conception of such experiments as well as customer interviews and market studies with our partners.</p> <p>9) Enterprise sales: The B2B solutions of CrossCloud will be distributed over an enterprise sales team and online marketing channels. This requires a strong concept for how to recruit sales-employees and approach and convince customers.</p>
Requested Profiles	<p>a) Development:</p> <ul style="list-style-type: none"> - Experience in Python-Development or Web-Development (JS, Angular, React.js, etc.) - Experience: Test Driven Development, Unit Testing, Git, Working with external software libraries, Webdesign (optional), IT-Security (optional) - Result oriented and responsible working morals - You like to work in teams and achieve goals together - You are eager to learn and improve with us and share knowledge with others - You want to achieve something great - Very good English skills <p>b) Marketing and Sales:</p> <ul style="list-style-type: none"> - Experience and/or interest in digital marketing, digital marketing channels, user acquisitions, AdWords, SM-Marketing, user acquisition funnel etc. - Professional communication skills - Interest / expertise in enterprise sales - Basic understanding of software systems and their applications in companies - Result oriented and responsible working moral - You are eager to learn and improve with us and share knowledge with others - You want to achieve something great - You are eager to learn about the cloud storage market and problems and solutions related to it - You are not afraid to explore new things and market segments - Very good English skills