Business Cofounder

Who are we?

Imagine a world where robots could simply learn by watching YouTube videos - our elite startup team at TU Darmstadt is making this dream a reality.

We are developing a self-learning AI that enables industrial robots to learn new motion sequences by mimicking a human.

Our vision is to democratize robotics. In the future, every person will be able to teach a robot motions – with zero programming knowledge.

Who are we looking for?

We are seeking a driven co-founder with business development expertise and a burning passion for entrepreneurship who wants to be part of a revolutionary deep-tech startup.

You will play a dynamic role with a range of responsibilities that include identifying market opportunities, managing the entire B2B sales cycle from qualifying inbound leads, prospecting, scheduling and conducting product demos to onboard new customers. You will also support the team in developing strategic business plans and establish our commercial presence in Germany and participate in early marketing activities to build brand awareness and excitement. You will also play a fundamental role in future fundraising, investor relations and startup finances.

Qualifications

- Outstanding communication and interpersonal skills
- Strong critical thinking skills
- Fluency in German and English
- MBA or Master’s degree with outstanding results
- Raging entrepreneurial spirit
- (Preferred) Experience in B2B sales in manufacturing, automotive or automation industries