Co-Founder Business Development (m/f/d)

We are looking for you to be one of the Co-Founders of Students AI.

*Students AI is tackling the University’s students’ biggest issues: choosing and selecting the right degree and courses, prolonging the degrees, up to date skills shortage and not doing/getting right students’ jobs. We are resolving such issues with technology (machine learning and artificial intelligence) by developing a software based solution.*

If you are technology enthusiast with entrepreneurship mindset and highly motivated to bring the change in world and in people’s life, this role is a perfect match for you.

**Your role:**

- In this position, your key responsibilities are:
- As co-founders, we will build the company by sharing ideas and challenges to shape the brand identity and vision as well as the future development strategy
- You will need to help raise the global awareness of the platform and the represented brands
- The co-founder position with the company shares the opportunity to build the company from scratch
  - Lead strategic negotiations
  - Lead investor relations
  - Lead customer relations
- In close collaboration with your Co-Founders you will:
  - Work out the basis for further growth
  - Build and lead a sound, scalable, high-performance organization and drive business development and investment needs
- You attract, retain, and develop a world-class team as well as a strong culture, by setting the tone and being a role model
- You are willing to become one of the faces of the company to the outside world, build a strong presence in the market and gain the support of the investor community

**Your offer:**

- Qualification in business related field
• Sales and marketing experience is a plus
• Fluent in German and English
• Preferably based in Paderborn, but if you are an ideal candidate based elsewhere we can make it work
• Passion for the platform’s idea and strong motivation to contribute to the social and political cause of it
• You have a true founder mindset: Hands-on, driven, resilient, not taking no for an answer
• You are fully aware that being a founder comes with a strong upside but none of the economic security of a corporate career
• You need to have the ability and willingness to learn constantly and improve your skillset.
• You must be a good team player
• Deep understanding of softwares and passionate about technology

We offer:

• Co-founding position
• Dynamic work environment
• Flexible working hours and partly remote working
• A stake in the company and the opportunity to be the part of the growing Venture Team Students AI
• A taste of the Start-Up Culture: Constant support by a passionate and performance-driven founders’ team
• Future Scope: An opportunity to get a be your own boss.
• A pleasant and dynamic work atmosphere, with ample opportunities to ignite your learning curve through fun challenges
• Flexible working hours & home office
• Hassle-free coffee: An automatic coffee machine to fuel you throughout the day

Are you interested?

Nothing is set in stone yet, so your input is highly welcome. Please contact us at info@studentsai.tech with your relevant documents. We are looking forward to hearing from you!