

Co-Founder, Chief Growth Officer (m/w/d)

We are a remote-first, early-stage AI start-up based in Cologne, Germany. Using our award-winning, proprietary AI technology, our insight engine increases the efficiency and productivity of knowledge workers and saves up to 29% of precious work time! The *AI Concierge* connects all internal data sources, understands what employees are working on, and shows them a comprehensive overview of relevant internal information for their current tasks. Sounds interesting? Then read on!

Who are we looking for? We are looking for a Co-Founder/Chief Growth Officer who loves helping customers solve their most pressing productivity and collaboration challenges! Ideally, you will have a good understanding of digital technology, a background in driving digital product growth and a successful track record in relevant areas such as B2B marketing, sales and business development.

What will be your responsibilities? We are still growing so you get to define your job along with us! Here are some things we already know that we need your help with now:

- * Marketing: create awareness of our product with inbound marketing campaigns, generate qualified leads and show off our product with demos
- * Sales: convert the most promising leads into paying customers, and generate a steady stream of revenues
- * Support: provide a stellar customer experience, helping to onboard new users and solving any issues while they use our product
- * Operations: support our growth by building the team, setting up the right structures and process to help us scale, and always looking out for any operational efficiency opportunities

What's in your toolbox? Ideally you hold a university degree (BA / Master) in business management, economics or any other relevant subject. We wouldn't object if you graduated at the top of your class! As your responsibilities cover many facets, it would be great if you have already gained some management experience. Having an entrepreneurial mindset is crucially important, as is being able to work on your own initiative! You will need effective verbal and written English communication skills and strong presentation skills to interact with diverse stakeholders. German is a plus.

What we offer! We have a ready-to-go application (scalable & maintainable) with proven demand. You will find a startup with the vision to revolutionize how professionals work and collaborate. Work with our experienced advisors! Already before Covid 19, we focused our startup on being a "remote first" company, offering the freedom of working from where you want to work. The best part is that we have a lot of shares to offer which we would love to talk about when we meet with you. If you're looking for an inspiring startup environment where you have an immense amount of influence, this role is for you!

Interested? Send us a link, a video, a painting or a CV and let us know why you want to join us! hr@aiconver.com