

Do you want to build a huge business around data-driven b2b sales automation?

B2B sales organizations have not yet fully benefited from the recent wave of digitalization. Based on almost two decades of B2B sales experience, we believe there to be a great opportunity for data-driven b2b sales automation. Project is still in stealth mode. Prototypes have been built, the market validated and basic funding is secured. Now its time to get real - together with you.

As soon as possible we are looking for you as  
**Co-Founder / CTO (m/f)**

**What you will be doing:**

- Develop SaaS automation solutions to b2b sales challenges based on data analytics
- Build MVP, then expand and lead tech team
- Participate in all major decisions as fully responsible tech co-founder

**What you can expect:**

- An experienced business co-founder
  - ~ 20 years b2b sales and management
  - ~ 10 years management experience in software industry in Germany and USA
  - German native lived more than 5 years abroad (Silicon Valley among others)
  - Basic software and hardware development skills
  - Founder of two startups, business angel in several more, and well networked in VC as well as PE world
- A creative bootstrapping environment: In order not to dilute too early, we will raise major external funds only after successful market entry. Therefore founders should ideally be able to contribute some funds, be willing and able to work without or with only small salary initially.
- Location: Cologne, working in a modern environment with cutting edge hard- and software as well as state-of-the-art management and smart processes

**What you should bring:**

- Strong SaaS development and architecture skills
- Experience in building a high-performance back-end to connect many different unstructured and structured data sources as well as web services and their interfaces
- Scoring models and decision tree learning plus an interest in more advanced machine learning in the long run
- Extreme ambition and vision, structured thinking and fast execution
- Strong curiosity and quick understanding
- Tendency to challenge the status quo, openness to feedback, flexibility to pivot
- Team spirit, high reliability and trustworthiness
- Management and leadership skills
- Fluent in German and English
- Willingness to travel internationally and flexibility to potentially relocate at some point

**Your path to us:**

Call me or send an email to learn more about team and business. We look forward to getting to know you!