

CEO & Co-Founder (m/w/d)

80% - full-time
partially remote possible

OPEN
POSITION

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VENTURE TEAM

Join us for as CEO and Co Founder for the spin off phase of BAMAAL. The advisoryteam venture BAMAAL focuses on bringing platform solutions, using AI and data analytics, for intelligent and automated ongoing optimization in performance (e.g. output per time) and efficiency (e.g. energy consumption) for batch-oriented production processes to market. One of the main markets the venture will target at is CEA controlled environment agriculture, with the technical specialty of vertical/inhouse farming.

BAMAAL as an independent company is at the very beginning of its journey, and proud to already announce a lead customer to accompany and support in the ongoing product and solution development. In addition BAMAAL was voted 2nd in the Rheinland-Pitch, sustainability edition.

We are looking for a motivated and highly self-driven expert to join our journey. Are you the right one to bring our operations to life in the leading role?

YOUR ROLE

- You are an essential part of the founding team and build the business together with your technical co-founder
- You will create a compelling vision, set goals and derive actions to reach important milestones
- You are responsible to create a strong positioning in the competitive landscape
- You will represent BAMAAL internally and externally in order to raise awareness and fill the initial customer pipeline
- You are setting up a business development plan and derive marketing strategies
- You form strategic alliances in order to grow the venture on the offering or customer side
- You are responsible for all marketing and customer acquisition related topics and will grow an internal sales team
- You are responsible for all finance related topics, including owning the business model and creating future business case scenarios and investor fundraising (initial investor and accelerator contacts already in place to be taken further)

YOUR OFFER

- 5+ years of experience in a leadership role (preferably in a digital business model)
- You are familiar with various production processes and understand the need and opportunities of associated data analytics
- You are experienced in commercializing digital products in the B2B context
- A keen sense of resourcefulness and ability to implement efficient processes in a yet underserved environment as a lean start-up
- You are an independent player, ready to travel up to 50% of your working time.
- You have experience in motivating and leading teams of diverse structure in age, gender and experience
- Your communication skills are excellent in German and English (spoken and written), and you feel comfortable with handling customers and investors
- You are a power point and excel master but know how to avoid „death by powerpoint“

INTERESTED?

Nothing is set in stone yet, so your input is highly welcome. Please contact our HR Team with your relevant documents, and maybe some key questions. We are looking forward to hearing from you!

CONTACT

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✕ XING