

Job Posting: Co-Founder (COO) at NexuFed AI

Business & Operations Lead (m/f/d)

We're building a **deep-tech startup** at the intersection of Federated Learning, Condition Monitoring and Industrial IoT.

Machines rarely fail, but when they do, it's expensive. Classic preventive maintenance is blunt and data sharing to the cloud, and it's often blocked by **privacy, bandwidth, and IT constraints**. At NexuFed, we're building privacy-preserving industrial AI for machine and valve manufacturers by fixing this with a combination of

- **Edge Condition Monitoring** (audio, vibration, etc.)
- **Federated Learning** so raw data never leaves the factory
- **Lifelong learning & personalization** per machine with few labels

We're two technical founders (PhD & ML researcher) and now looking for our **business co-pilot** to build a profitable company.

Your role

As **Co-Founder & COO** you own everything commercial & operational:

- Shape **go-to-market, pricing & business model** (SaaS + Edge devices + platform)
- Drive **business development & sales** with machine builders and industrial partners
- Build our **financial plan & funding** story (EXIST, grants, investors)
- Set up lean **operations & processes** so we can scale efficiently

Stage & commitment

We're early – and transparent:

- **2025–2027**: Research & PoC phase alongside our PhDs
- **From 2028 (EXIST / spin-off planned)**: company formation, pilots, ramp-up

What this means for you:

- Until **~2028: part-time, no salary**, early commitment advantage, building the foundation together
- From EXIST / spin-off onwards: **full-time co-founder role** with competitive **TV-L-oriented salary**

What you bring

- **Master's degree** (finished Q1 2028) in management and economics, business administration, entrepreneurship, finance, international business, sales engineering, or comparable
- Experience in **business development / sales / strategy / finance / operations** (B2B / SaaS / industrial is a big plus)
- Strong **commercial & financial skills** (P&L, pricing, unit economics, funding)
- Very high **ownership mindset**—you want to build, not just manage
- Comfortable with **technical topics** and talking to engineers & C-level
- Excellent **German**; English is a strong plus
- We intend to create a personal work environment—proximity to **Bochum** (max 1.5 hours drive)

What we offer

- **Real co-founder role**
- Chance to build a **deep-tech industrial AI startup** from research spin-out to profitable company
- Close link to **cutting-edge research**
- Lots of freedom, lots of responsibility, zero corporate bullshit, zero sleep

Interested?

Send us your **CV** and 2–5 sentences each on

👉 *why this problem excites you,*

👉 *what you'd focus on in the first 6–12 months and*

👉 *why you would fit in the team*

✉ Contact: info@nexufed.ai

🌐 Website: www.nexufed.ai

Let's build the privacy-preserving AI backbone for industry together. 🚀