Founder Associate (m/w/d)

Build the business with us | Bonn | International Travel | Full-time | Start asap | German (native, or close to) & English (fluent)

Who We Are

At Draxon, we're building the future of workforce training — combining the power of Virtual Reality and Artificial Intelligence to transform how frontline teams learn in high-risk industries. Our mission is bold: make training faster, safer, and dramatically more effective in sectors like airports and airlines. Draxon is founded by experienced entrepreneurs who've built and scaled companies to hundreds of millions in revenue. We've done it before — and now we're doing it again, this time at the intersection of immersive technology and AI.

We're early — and moving fast. We're backed by leading investors and already working with major aviation clients. If you're excited about shaping a company from the ground up, working directly with proven founders, and solving real-world problems with cutting-edge technology, Draxon is the place to do it. Joining our team now is also an opportunity to help build a next-generation company — AI-native, innovative, lean and obsessively focused on delivering real impact.

What You'll Do

As our Founder Associate, you'll work directly with one of our two founders and get hands-on with every part of the company. This is a high-leverage, AI-first generalist role — a chance to be the operating brain next to a founder. We need a high-agency, AI-savvy, customer-obsessed and commercially focused operator. You will:

- Drive our Go-To-Market strategy – from lead gen and positioning to funnel design
- Own key commercial projects – pricing, proposals, partnerships, CRM workflows, pitch iterations
- Generate and qualify leads through outbound prospecting and smart targeting strategies
- Join sales meetings with airport and airline clients – and lead them yourself
- Travel internationally to client sites – often independently
- Build and refine our playbook for customer acquisition and sales process

What You Bring

- First experience in fast-paced businesses (consulting, VC, fast-growth startup, sales, bizdev)
- A strong commercial mindset – you think in growth, deals, markets, funnels, and value props
- An AI-first approach to your work
- You're outgoing, confident, and natural in front of clients – from executives to frontline staff
- You're highly structured, fast-moving, and get things done with minimal guidance
- You're a native German speaker (or close to it) – many of our early clients are DACH-based. You also speak and write excellent English for international expansion
- You're hungry to learn, build, travel, and grow into a commercial leadership role

Why Join Us

- Founder's Right Hand – Work directly with the founder and shape how we go to market
- Real Ownership – Lead your own commercial initiatives with high autonomy
- Client-Facing from Day 1 – You'll be in the room, on the road, and at the table helping close deals
- International Scope – Travel across Europe and beyond to major airports and conferences

- Fast Career Growth – We’re early
- Learn from Proven Founders – You'll get first-hand exposure to what it takes to scale and win
- Build with Purpose – Help frontline workers get better training and safer jobs

Ready to Join?

Send us your CV or LinkedIn – or even better, a short message to jobs@draxon.com on why this is your next move.