



We're looking for you!

Growth Operation Associate

Your Responsibilities

We're building the foundation of our Go-To-Market (GTM) engine, and we're looking for an ambitious Go-To-Market Analyst to join our early team. This is a unique opportunity to learn the entire GTM motion from the ground up and to work closely with our Chief Sales Officer (CSO), from prospecting and engaging new accounts to developing the processes, tools, and playbooks that will scale our revenue team.

You'll begin with hands-on experience in prospecting and lead engagement to gain a deep understanding of the full sales journey. Over time, you'll leverage this knowledge to implement tools, refine workflows, and design scalable systems that enable our Account Executives (AEs) and Business Development Representatives (BDRs) to succeed.

This is a high-impact role, where you'll play an integral part in building a scalable funnel that fuels our company's growth.

- **Engage directly with prospects** every day, uncovering their real challenges and showing them how our solution creates value.
- **Shape our outreach playbooks** by experimenting with creative, multi-channel approaches and turn your insights into scalable strategies.
- **Collaborate with Marketing and Sales** to refine our positioning and craft messaging that truly resonates in the market.
- **Get hands-on with cutting-edge GTM tools** (sequencing, enrichment, automation) and learn how to evaluate and implement the right stack.
- **Design smart workflows** for lead engagement from nurturing sequences to lead scoring that help our team focus on the most valuable opportunities.
- **Work side by side with Sales Leadership** to build the repeatable GTM processes that will power our next stage of growth.
- **Continuously test and improve engagement strategies**, learning what drives response, conversion, and real pipeline impact.

Your Profile

You are one of the first touch points for our future customers and therefore you play a key role in shaping how Assemblio is perceived in the market. Your success in lead generation and qualification paves the way for major deals and makes you a key driver of growth. In addition, you independently develop strategies for how we can engage potential customers as effectively and scalably as possible using a variety of channels and tools.

What You Bring to the table:

- Experience in a fast-paced environment (e.g., start-up, scale-up, or SaaS company)
- At least 1 year of relevant professional experience
- You know how to build a structured sales pipeline, maintain long-term relationships, and qualify leads systematically using modern sales frameworks
- You're analytical, quick to understand tools and processes, and comfortable adopting new technologies
- Ideally, you've gained initial experience with automation and outreach tools (e.g. n8n, Zapier, Make, Coefficient, Clay, Smartlead)
- You're ambitious, goal-oriented, and a strong team player
- You can identify potential customer companies with precision
- You conduct thorough due diligence and ask the right questions about the company, product, and industry
- You speak German at a native level and have excellent English skills

Why Assemblio?

Assemblio is setting new standards in the manufacturing industry with its AI-driven software, developed at the Fraunhofer Institute by and alongside leading scientists. Our solution ensures lasting competitiveness for manufacturing companies by solving a multi-million-euro problem in production.

Several DAX and MDAX corporations already trust us. Now we're entering our next growth phase and looking for top talent to elevate our go-to-market to the next level.

Your Opportunity: Take ownership, be an engine for our growth, and actively shape the next success story.

- **Cutting-Edge Deep-Tech Product:** You're not selling yet another SaaS tool, but an enterprise-ready solution, developed by leading experts in assembly process planning and AI. A product with genuine technological superiority and a unique market position.
- **Strong Market Pull:** Even in economically challenging times, leading industrial companies are reaching out to us. With existing partnerships with global players, the demand is crystal clear.
- **Solving Multi-Million-Euro Problems:** Our solution addresses critical pain points that save our customers millions every year. This isn't a "nice-to-have" pitch; it's a sales process that demonstrates direct, measurable value creation.

Why You Should Consider Joining

- **Career-Defining Opportunities:** We're at the beginning of a scalable growth journey. Joining now means you'll be one of the first to help shape the company with direct influence on your role, your career, and our future.
- **High-Performance Culture:** We set ambitious goals and exceed them. You'll work directly with management and sales leaders experienced in building start- and scale-ups, taking your go-to-market and sales skills to the next level.

Why Us

- **Your Team:** You'll join a motivated, innovative team that's highly ambitious about scaling Assemblio, but also loves to celebrate together, whether at game nights or team outings.
- **Your Health & Vacation:** We want you to perform but also recharge. That's why we offer fair vacation days and flexible working hours so you can rest and return with full motivation. We value balance, mutual support, and a work environment where you'll thrive long-term.
- **Your Setup:** We'll equip you with everything you need to succeed. From powerful hardware to modern tools that simplify your workday.
- **Your Office:** Work in a modern environment designed for collaboration and inspiration. Our office is where ideas are born, strategies are forged, and success is celebrated. Your ideas are not just welcome here, they are essential to our growth success.

Excited to join our team?
Then get in touch with us:

✉ info@assemblio.de

☎ +49 711 96889995

📍 Kreuznacher Str. 58, 70372 Stuttgart

