# Founders Associate (m/w/d)

**Full-time · Onsite in Berlin Mitte or Potsdam-Babelsberg**

We have two offices, one in Berlin Mitte and one in Potsdam-Babelsberg. You can work from either location.

## About PLACED

PLACED is building the agentic sales OS to transform Europe's staffing industry. We help agencies place candidates radically faster and win more business. We have just closed our first institutional funding round and are growing fast with leading staffing firms in Germany. We're here to redefine how an entire industry operates. Join us now in building the next European tech champion.

## Your role

You work directly with our founders, Fatih and Kai, to build and expand PLACED's commercial business. You will develop GTM processes, test markets and channels, shape commercial offerings and take full ownership of customer segments and projects. You will own projects across the company and take on whatever needs doing.

## What you'll own

- Own customer segments: Shape the commercial approach and own acquisition, customer experience and growth.
- Test markets and channels: Structure target lists, run experiments and scale what works.
- Develop commercial offerings: Build and launch packages, pricing and propositions with the founders and Product.
- Build GTM processes: Improve workflows, CRM and reporting with AI and automation.
- Lead your own projects: Own delivery from idea to results and do whatever it takes to get there.

## What you bring

- 2+ years in a high-growth startup or venture capital. Hands-on operator experience is strongly preferred.
- Strong academic track record, ideally from a top business school.
- You use AI to get things done. You can point to something you've built, improved or sold.
- You're ambitious, move fast and finish what you start. Fluent German and English.

## What you get

- Team: Work in a small, focused and experienced team with high talent density.
- Room to grow: Own projects and take on more responsibility as you deliver.
- Health & learning: Urban Sports Club membership and a €1,000 annual learning budget.
- Late evenings: Dinner and an Uber home when you stay until 8pm or later.
- Everyday support: Monthly budget for Uber or cleaning services.
- Live close to the office: Extra gross salary for living within a 10 or 20 minute walk.

**Apply:** Send your CV or LinkedIn and one example of something you've built, automated or sold.

## Apply

View this role and apply on JOIN

getplaced.de/careers