

Looking for a commercial Co-founder (COO) (m/f/x)

Carpacity is a young company from Vienna that has recently finished a research project with the Institute of Spatial Planning at the TU Vienna. We use traffic sensors and LED walls to change how road traffic is analysed and stimulated. Our mission is to accelerate the decarbonisation of how people move around.

We are looking for a commercial allrounder as a Co-founder, are based in Vienna and offer Homeoffice / remote work

Commercial Co-Founder at Carcapacity (COO)

Tasks which need to be done:

- Further development of Carcapacity's product to market maturity (MVP improvement, project management, grant applications..)
- Partnership building: connect with potential partners within mobility ecosystem
- Sales: generate leads and close deals with our public clients: cities & communities
- Marketing, communications, graphic knowledge: create appealing marketing material / presentations / clear communications strategy

What you bring to the table:

- Business background with experience in operational environments
- Experience or desire to work in an early-stage start-up
- Analytical mindset & self-starter, quickly identifying critical problems and solving complex tasks
- Good knowledge of German / English language
- Nice to have: Experience selling B2B
- Nice to have: a network or/and experience within the mobility sector

What we have to offer:

After finishing our initial pilot project which was funded by Klima- and Energiefonds, we are now in position to generate our first operative sales for the first time within the next 3-6 months. Currently we are looking for business angles and we anticipate our first investment round within 1 year.

- Position of a "Late-Cofounder" in the company, currently without a salary
- Space to bring in your own ideas
- Impactful work within a promising environmental start-up together with a highly motivated multi-disciplinary team
- A clear business model ready for market entry
- 1/week shared office space at climate lab Vienna

Check out the following links and media articles to find out more about us:

<https://youtu.be/pnd5sjYwIkU>

<https://www.krone.at/2925876>

<https://carcapacity.at/amstetten.html>