COMMERCIAL COFOUNDER WANTED

ABOUT THE OPPORTUNITY

Hospitals have digitised almost every clinical process but inside the operating room, surgical teams still operate without real-time intelligence. Documentation is manual and done from memory after exhausting procedures. OR managers have no live visibility into case progress. Workflow errors go undetected. This makes surgical operations slow, costly, and difficult to improve — keeping the operating room as one of the last undigitised environments in modern healthcare.
Manual surgical documentation alone costs hospitals an estimated €35,000 per surgeon per year. This is time spent on paperwork instead of operating, teaching, or treating patients (TV-Ärzte/VKA 2024; Deutsches Ärzteblatt 2017).
The KIARA team at Fraunhofer HHI is building the missing intelligence layer for the operating room. Our AI platform provides real-time surgical workflow intelligence — automating documentation, giving OR managers live visibility and creating a complete procedural record for every surgery. We make this possible through cutting-edge computer vision and machine learning models, which understand surgical workflow in real time. Our solution is GDPR compliant and is currently undergoing validation in a live OR pilot at a leading European university hospital. **We are now looking for a commercial cofounder** to drive early customer acquisition, build strategic hospital partnerships, and lead fundraising to bring KIARA into clinical deployment across Europe.

YOUR PROFILE

We're looking for a candidate with:

- <u>Healthcare commercialization experience:</u> Experience in medtech, healthtech, or other complex B2B healthcare markets, with a track record in customer discovery, market validation, commercial strategy, customer acquisition, partnerships, or revenue growth.
- <u>Healthcare network:</u> Established relationships within the DACH or broader European healthcare ecosystem, including hospitals, academic medical centers, clinical and industry partners.
- <u>Fundraising:</u> Experience raising venture capital and securing grant funding, ideally complemented by an active network within the healthtech investor ecosystem.
- <u>Founder mindset:</u> Strong ownership mentality, proven ability to operate, in zero-to-one environments — building from scratch without existing infrastructure, handling rejection and ambiguity, and driving outcomes in a highly ambitious early-stage environment.
- <u>Location & education:</u> Based in Germany (or willing to relocate). A degree in business, economics, engineering, life sciences, or a related field is beneficial but not required.
- German language proficiency is a strong advantage for navigating the DACH hospital ecosystem

YOUR RESPONSIBILITIES

As the commercial cofounder, you will own early commercialization end-to-end. You will be responsible for:

- <u>Market discovery & commercial strategy:</u> Validate customer needs, refine the value proposition, and define the company's go-to-market, pricing, and growth strategy based on direct customer insights.

YOUR RESPONSIBILITIES

- Customer acquisition & market validation: Identify, engage, and secure early hospital partners, pilot customers, and commercial deployments while driving product-market fit.
- Partnerships & ecosystem development: Build strategic relationships with hospitals and other industry partners across the European healthcare ecosystem — including strategic channel and distribution partnerships to accelerate market adoption across Europe.
- Fundraising & investor relations: Lead fundraising activities, develop investor relationships, and support the company's financing strategy.
- Commercial execution & company building: Build KIARA's commercial function from the ground up — establishing scalable sales processes, defining and tracking key growth metrics, recruiting and leading future commercial talent, and building the core organizational infrastructure required to scale.

You will translate deep-tech development into real-world adoption and drive the company's transition from research to scalable commercial impact.

The successful candidate will become a core member of the founding team and play a central role in shaping the company's long-term strategy, growth, and financing.

WHAT WE OFFER

- Opportunity to join at the ground floor of a deep-tech spinout with strong research grounding and global ambition
- Meaningful equity participation in a company being built from zero, with founder-level ownership of your domain
- Direct influence on product direction, go-to-market strategy, and company building decisions from day one
- Close collaboration with a world-class technical team working at the forefront of robotics and AI
- Mission-critical role with clear path to significant impact as the company scales from research to global deployment

Please send your CV and a short cover letter (max. 1 page) to

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