

Seeking commercial co-founder to build the next generation of AI networking infrastructure

ABOUT THE OPPORTUNITY

AI factories depend on high-speed optical links to make thousands of GPUs operate as a single, gigantic compute unit. The critical component in this infrastructure is the optical transceiver, which converts information back and forth between the optical links and the electrical GPUs. Today's transceivers cannot deliver the data rates these systems demand while staying energy efficient, because they rely on power-hungry digital signal processing (DSP) to correct distortion after the signal leaves the link. As data rates climb, this digital correction runs hotter, draws more electricity, and becomes economically and environmentally unsustainable, creating a hard bottleneck on bandwidth, reach, and efficiency across the data-center interconnects that AI depends on.

We, the LUXONNIC team at Fraunhofer HHI is building the missing layer: an integrated Photonic Neural Processor (PNP), the LUXONNICore that performs signal correction directly in the optical domain, before any costly digital processing is required. By replacing power-hungry DSP with hardware-native photonic intelligence, the system enables up to 30× lower energy consumption while unlocking higher bandwidth, longer reach, and lower latency. This turns the transceiver from a power and performance bottleneck into a scalable foundation for next-generation pluggable and co-packaged optics.

The founding team already covers the full core technology—from system architecture and circuit-level design to photonic device engineering—leveraging world-class deep-tech expertise developed at Fraunhofer HHI. **We are looking for a co-founder to lead commercial and business development to join our highly ambitious founding team, leading go-to-market and commercial partnerships.**

You will work side by side with the technical founders to translate LUXONNICore's performance advantage into a compelling story for customers, strategic partners, and investors — and to build the relationships that turn LUXONNIC into a globally competitive deep-tech hardware company.

YOUR PROFILE

We're looking for a candidate who has:

- Experience building or scaling startups in semiconductors, photonics, AI infrastructure, or other deep-tech industries with complex B2B ecosystems
- Strong track record of driving commercial growth, strategic partnerships, or early-stage market traction
- Background in business development, commercial leadership, venture building, or go-to-market strategy for technical products
- Experience operating in fast-paced, high-ambiguity environments and translating emerging hardware technologies into new ventures
- Strong communication, negotiation, and stakeholder management skills with technical and non-technical audiences
- Excellent English communication and presentation skills
- Degree in business, economics, engineering, or a related field (preferred, not required)

We especially welcome women and other underrepresented founders who want to shape the team and culture from day one. Resilience and emotional maturity matter more to us than a perfect CV.

YOUR RESPONSIBILITIES

As co-founder & head of commercial/business development, you will own the commercial strategy end-to-end. You will be responsible for:

- Lead customer discovery and market validation: Engage early adopters and validate product-market fit. Engage directly with transceiver vendors, module manufacturers, hyperscalers, and AI infrastructure companies to validate customer needs, refine our value proposition, and establish the first pilot projects and customer relationships.
- Go-to-market strategy: Identify the right customer segments, prioritize beachhead markets, develop our positioning, and shape how LUXONNIC enters the optical communications ecosystem
- Build strategic partnerships: Develop relationships with key industry partners across the optical communications value chain, from early technical engagement through joint development opportunities and commercial agreements.
- Fundraising & investor relations: Work alongside the founding team to shape the company's commercial narrative, engage investors and lead capital-raising efforts
- Build the commercial function: Establish the processes, priorities, team and commercial roadmap that will enable the company to scale—from the first customer conversations through to repeatable business development and future team growth.

You will translate breakthrough photonics research into real world adoption and drive the company's transition from research to scalable commercial impact.

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 photonics and telecommunications
- 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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