

Founders Associate (f/m/d)

Permanent employee, Full-time in Osnabrück, Germany

About Nature Robots

Nature Robots is a disruptive robotics and AI startup dedicated to transforming agriculture through innovation. We are committed to developing cutting-edge solutions that support regenerative and sustainable farming practices, addressing the challenges posed by climate change, population growth, and the need for local food production.

The Opportunity

As a Founder's Associate at Nature Robots you'll be at the heart of our company, working closely with the C-Level to drive financial processes, institutional funding, operational excellence, streamline & support in sales and bring our marketing to the next level. You will collaborate strongly with the CEO, COO, CSO and CTO of the company.

If you thrive in an ever-changing startup environment and enjoy tackling challenges head-on, this is the perfect opportunity to gain first-hand experience in finance, operations, business development, sales and marketing while making a tangible impact.

Your Role

As a Founder's Associate, your primary focus will be supporting the C-Level in the most versatile and dynamic way. Your role is both structured and flexible, balancing core financial, sales and marketing responsibilities with high-priority problem-solving.

Fundraising & Strategy

- Work closely with the CEO and COO to develop a long-term financial company strategy.
- Assist with investor relations, fundraising operations, and financial modeling.



www.naturerobots.com

- Manage institutional funding by applying to calls, controlling ongoing funding projects and communicate with officials.

Finance & Operations

- Manage cash flow, financial planning, and reporting to ensure financial stability.
- Develop scalable finance and accounting structures for growth.
- Ensure accuracy in financial processes across internal and external tools.
- Collaborate with the COO on financial strategies and decision-making.

Sales & Marketing

- Conduct market analysis and prepare compelling pitch decks.
- Develop convincing marketing materials according to the company's needs.
- Support our sales team by providing the necessary documents in advance of meetings, but also ensure that follow-up documents are always available.
- Be ready to travel to fairs and events to acquire new customers.

Ad Hoc Support & Problem Solving

- Be the firefighter - jump in and solve urgent operational issues.
- Take over high-priority projects and execute on behalf of the founders.
- Push business development efforts to explore new use cases and ensure long-term company success.
- Provide general support across finance, strategy, and operations to keep things aligned.

You don't see yourself in all of the fields above? No problem!

What you bring

- You love variety and working across different areas - this role is not for someone who wants a narrow focus.
- You are in love with details and structured work, making sure our financials are spot-on.
- You bring a hands-on attitude, ready to dive into whatever needs to be done.
- You enjoy problem-solving and taking ownership of tasks in a fast-moving startup environment.



www.naturerobots.com

- You have a background in business administration, sales, finance, accounting - with a passion for making an impact.
- You bring hands-on proven experience in a startup environment across the domain in operations, sales, finance or a related field.
- You are fluent in English, with strong German communication skills. You feel comfortable navigating both languages in a fast-paced, international environment.

Our offer

- Work directly with the founders and leadership team, gaining hands-on startup experience.
- We offer challenges every day and organic growth opportunities as the company scales.
- Corporate benefits, such as Gym memberships, etc. (HanseFit).
- 30 vacation days, flexible hours and hybrid solutions.
- Work in an agile and iconic environment, the Coppentrath Innovation Centre (CIC) close to Osnabrück Main Station and at our external test facility in Bohmte.

 **Interested?** Send us your CV and portfolio at career@naturerobots.com 