
Founders Associate

Join us on our mission to accelerate the energy transition with AI-powered automation.

About Mogli

Renewable energy projects are critical to the energy transition yet many are delayed or never realized. The real bottleneck is operational complexity: project developers must navigate fragmented processes, coordinate numerous external stakeholders, and make decisions based on scattered, unstructured data.

Mogli is building an AI-powered operating system that enables renewable energy developers to automate back-office workflows, extract insights from messy data, and make faster, smarter decisions — ultimately accelerating project realization at scale.

We're an early-stage climate tech startup with a small, ambitious team. That means you'll have real ownership from day one, work across strategy and execution, and help shape both the product and the company as we grow.

How you can contribute to Mogli

Mogli is building the AI-powered operating system for the clean energy era — and you'll be at the center of it. As Founders Associate, you'll work directly with the co-founder and CEO across the full breadth of commercial and strategic topics: from winning the first enterprise deals to shaping go-to-market strategy and supporting fundraising conversations with investors. This is a generalist role for a high-performer who wants real ownership early on and is hungry to learn across every dimension of building a startup.

SALES & BUSINESS DEVELOPMENT

- **Pipeline building:** Support and actively drive outbound efforts, identify new opportunities, and help qualify and close commercial partnerships.
- **Customer conversations:** Participate in and later on lead sales meetings, translate Mogli's value proposition into compelling narratives tailored to each prospect.
- **Business development:** Identify and evaluate new partnership channels and market opportunities that expand Mogli's commercial reach.

GTM STRATEGY & EXECUTION

- **GTM design:** Co-develop go-to-market strategies for new customer segments, geographies or product lines — from hypothesis to execution.
- **Market analysis:** Conduct structured research on competitive dynamics, customer needs and market sizing to inform strategic decisions.

FUNDRAISING & INVESTOR RELATIONS

- **Investor materials:** Help prepare pitch decks, data rooms and financial models in preparation for fundraising rounds.
 - **Investor outreach:** Support the CEO in identifying and engaging relevant investors, preparing for meetings and following up on action items.
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FULL OWNERSHIP FOR SELECTED TOPICS

- **Own strategic projects:** Take end-to-end ownership of specific initiatives — you define the approach, drive execution, and present outcomes directly to the co-founders.
- **Operational support:** Step in where needed across the business, bringing structure and energy to problems that don't yet have a dedicated owner.

This is how you and your application stand out

We're looking for a sharp, driven generalist who can operate across ambiguity and get things done — someone who combines strong analytical thinking with the commercial instincts and interpersonal skills to move deals and strategies forward.

- **Business acumen:** You understand how businesses work — revenue models, unit economics, commercial drivers — and apply this intuitively in conversations and decisions.
- **Cognitive horsepower:** You structure complex, ambiguous problems quickly and communicate your thinking in a crisp, compelling way.
- **Experience:** 2–3 years in consulting, investment banking, venture capital, or a fast-growing startup. Prior exposure to sales or business development is a meaningful plus.
- **Ownership mindset:** You don't wait to be told what to do. You identify what matters, take initiative, and follow through until the job is done.
- **Communication:** Fluent in English; German is a strong plus. You can hold your own in front of senior stakeholders and communicate clearly under time pressure.
- **Resilience & adaptability:** You thrive in a fast-paced, high-change environment. You don't need a perfect playbook to get started — you help write it.
- **Curiosity:** You're genuinely interested in building companies and motivated by the challenge of figuring out what works — not just executing what's already proven.

Why Mogli

- **Positive impact** Build something that matters — every step forward directly shapes Mogli's trajectory and accelerates the energy transition.
- **Steep learning curve** Sales, strategy, fundraising — compress years of experience into a single generalist role at a VC-backed energy tech startup.
- **Real ownership** Work alongside the founding team on the company's most important challenges from day one.
- **Strong ecosystem** Join us in our office in the heart of Berlin next to the Spree river, surrounded by other high potential early stage startup teams.
- **Company participation** As an early member of our team you will help shape the foundation of Mogli and benefit from the financial upside accordingly.

Ready to make your mark? We'd love to hear from you.

Apply at hello@getmogli.com