



The Engine Room
Battersea Power Station, 18, Circus Rd S

Founders Associate

As a Founders Associate at Elo AI, you will work closely with our founding team to drive the growth and success of the company. This role is ideal for someone with a passion for AI, an analytical mind, and the ability to thrive in a fast-paced, entrepreneurial environment. You will be expected to take on significant responsibility quickly, work autonomously, and contribute to a wide range of initiatives across the company.

About us

Elo is a cutting-edge AI-powered knowledge tool revolutionizing sales enablement for presales teams, account executives, and customer success managers. Our platform seamlessly integrates with existing workflows, providing instant, accurate answers to customer questions and streamlining RFP responses. By unifying entire knowledge ecosystems - from cloud storage to websites, knowledge bases, past RFPs, and presentations - Elo empowers teams with comprehensive, up-to-date information at their fingertips.

Responsibilities

- **Strategic Projects:** Collaborate directly with the founders on high-impact projects that are crucial to our growth and success. This could range from market research and product development to business strategy and operational improvements.
- **Business Development:** Identify and evaluate potential partnerships, customers, and market segments to fuel the our growth. You will play a key role in expanding our business and building relationships that matter.
- **Investor Relations:** Collaborate with the founders on investor materials, including monthly investor updates, board meeting and fundraising material.
- **Operations:** Maintain operational compliance and efficiency. This includes overseeing treasury, SOC-2 and UKVI in collaboration with additional team members.

Expectations

- **Entrepreneurial mind-set:** You thrive in a startup environment and are comfortable with ambiguity and rapid change. You're excited by the opportunity to take on a lot of responsibility and make a significant impact from day one.
- **Autonomous Work Style:** You're a self-starter who can work independently with minimal supervision. You take initiative and are always looking for ways to add value.
- **Consulting, Investment Banking, or Startup Experience:** You have 2+ years of experience in a high-performance environment such as consulting, investment banking, or a fast-growing startup. You're familiar with the demands of these roles and have a strong track record of success.