Andercore GmbH

The AI-driven trade platform transforming industrial supply in infrastructure, energy, and construction materials. It connects vetted suppliers across Asia, Europe, and the GCC region with local demand through a single integrated platform. The company has scaled to triple-digit-million GMV, operates across six international markets, and is rapidly expanding toward profitability. With a team of 80+ people across Berlin (HQ) and Asia, it is building the world's first industrial-grade AI operating system for materials – redefining how global trade works in one of the world's largest and most essential industries. The company is backed by top-tier investors as well as global institutional banking partners, having recently closed its $40m series B - Atomico, Project A, and Invent Capital with institutional backing from Commerzbank and KfW.

Founders Associate (Business Development)

City: Berlin; Starting date (earliest): At the earliest possible; Remuneration: €100,000 OTE

Tasks

- **Business Development:** Act as the primary point of contact for key business partners, build and maintain strong, long-lasting relationships. Negotiate high-value contracts and agreements to maximize profitability.
- **Market & Strategy:** Track market trends, pricing, and demand across various regions. You'll run competitive analyses, identify trading opportunities, and contribute to our buying and selling strategies with real-time insights.
- **Operational Support:** assist in day-to-day operational tasks, including project management, team coordination, and resource allocation.
- **Team Building:** play a role in building and nurturing a high-performing team by participating in recruitment, onboarding, and employee engagement activities.
- **Cross functions:** act as a liaison between different teams (Growth, Operations, Procurement) ensuring effective communication and alignment of goals. Be a sparring partner for the Leadership team for strategic and operational decisions and projects

Requirements

- You possess a Bachelor's degree or Master´s degree in Business or a related field
- You are interested in and passionate about growth startup and to change a traditional industry together with an international team

- You have strong analytical and communication skills
- You possess Hands-on mentality - only the implementation satisfies you
- You demonstrate ability to speak directly with customers, suppliers, partners, and investors and take the initiative to get involved
- You demonstrate excellent German skills and strong verbal and written communication skills in English.

What we offer

At **Andercore**, you'll join a fast-growing company transforming global materials trade in a $300B+ market opportunity. Working alongside an experienced international team, you will take on real responsibility from day one and see the direct impact of your work on a platform connecting suppliers and buyers across global markets. The role offers a steep learning curve, strong ownership, and the opportunity to grow quickly within a company scaling across multiple regions. If you're motivated to take accountability, learn fast, and help shape the future of global supply chains, Andercore offers a unique place to build your career

We offer a highly competitive compensation package with On-Target Earnings (OTE) of €100,000, designed to reward high performance and results. This includes a strong base salary complemented by an uncapped commission structure, meaning there is no limit to what you can earn — your success directly drives your income. Top performers have the opportunity to significantly exceed OTE, supported by a transparent, performance-driven bonus plan that truly rewards achievement.

Application

https://www.andercore.com/career?ashby_jid=80da56fe-a569-470d-82bd-a2eeedc9e0b9#career-apply

More information at https://stellenticket.de/202273/VIAD/
Offer visible until 25/04/26