

Job offer

Deep tech startup founder – Mobility/Rail Sector **SAFEMOB PROJECT**



SAFEMOB was created to be the international benchmark in the railway market for the implementation of embedded artificial intelligence solutions for safety and operational efficiency functions. Based on artificial vision technology that has been validated in the market through implemented projects, the value proposition focuses on the widespread use of an artificial intelligence railway solution capable of efficiently processing multiple video streams locally, enabling the use of state-of-the-art technology. The design of this solution has been carried out in contrast to two major manufacturers. Translated with DeepL.com (free version)

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Full time




**Donostia-San Sebastián
Bilbao**



Hybrid

Profile summary

We are looking for an entrepreneurial Chief Executive Officer (CEO) to co-lead the company alongside the technical team. The CEO will be responsible for driving business development, market entry strategy, and portfolio management. Working closely together, the CEO and technical team will shape and execute the overall strategic vision by advancing the technology industrialization plan.



Key responsibilities

- Define and execute the company's vision and strategic roadmap.
- Build and manage a high-performance team, primarily in business development, operations, and partnerships, complementing the core R&D as it continues to grow.
- Identify and engage early adopters, strategic customers, and industry partners.
- Lead the development of strategic alliances, commercial collaborations, and potential licensing agreements.
- Define the commercial strategy (segments, pricing, channels).
- Actively participate in fundraising efforts, including public grants, equity financing, and strategic partnerships.
- Lead all financial aspects of the company, including budgeting, financial planning, forecasting, and reporting, in collaboration with external accounting and finance partners.
- Work with the technology team and specialized advisors to support the definition and execution of the regulatory roadmap.
- Collaborate to translate technical innovations into market-ready offerings, ensuring product-market fit and commercial potential.
- Participate in go-to-market strategy and lifecycle planning, supporting the transition from R&D to commercial launch.

Profile

- Established network in the mobility sector, with a particular focus on the railway sector (rolling stock construction, maintenance services, auxiliary equipment, etc.).
- Master's degree in business administration, engineering, or related fields.
- Experience in business development and construction.
- Excellent command of Spanish and English, with excellent negotiation and communication skills.
- Strategic and execution-oriented vision.
- Highly collaborative mindset, with a strong ability to align efforts with the team for the benefit of the company's mission and growth.
- **What we offer?**
- Entry into the startup's captable as a majority partner in a company with a well-developed value proposition and validated technology.
- Access to operational technology with real deployments and references.
- Access to a portfolio of existing key customers and partners.
- Support in seeking financing (R&D, venture capital). Immediate incorporation into a strategic venture building consulting process.

¿Personas interesadas?
Por aquí por favor