

## CO-FOUNDER NEEDED

Apply to co-found [here](#)  
 no later than FEB 28, 2025!

# Selene

## Cyber threat intelligence

### JOB DESCRIPTION

Selene, an innovative B2B SaaS startup within the cybersecurity domain focusing on Cyber Threat Intelligence (CTI) is looking for an experienced Commercial Co-Founder to join the team from Day 1 of the commercial journey.

As the Commercial Co-Founder, you will play a pivotal role in driving the company's growth and establishing our brand in the market.

You will leverage your extensive experience in the cybersecurity industry to develop and execute our commercial strategy, build strong relationships with key stakeholders, and represent the company at industry events and in the media.

### QUALIFICATIONS & EXPERIENCE

In order to be the Commercial Co-Founder of Selene, we are looking for, we believe it is important that you have a proven commercial background in B2B software sales, preferably with a well documented track record within the cybersecurity domain.

Given the business critical importance of the products and services, we are offering the future customers of Selene, it is key to us that you have a high degree of credibility and trustworthiness when dealing with customers, and we think that comes best with a background within the cybersecurity domain. But we remain open-minded if you have a different background.

### KEY RESPONSIBILITIES & DELIVERABLES

- Develop the commercial strategy to introduce and position Selene as a strong player within CTI from launch and be the 'public face' of the company in doing so.
- Drive sales and business development and develop well-functioning pipeline of leads and a strong beachhead of customers within the first 12 months after commercial launch.
- Drive stakeholder outreach and engagement and help your co-founders successfully close a first round of pre-seed investment within the first 12 months.
- Collaborate closely with the other co-founders on building Selene as a successful company and a great place to work.

### REQUIRED QUALIFICATIONS & EXPERIENCE

- Strong experience in developing commercial strategies and seeing them through to successful execution.
- Proven ability to close deals based on an at all times fully updated and qualified pipeline of leads.
- Strong stakeholder management skills and experience in fronting a team in different negotiation environments.
- Dedicated team player with a huge drive to take on tasks and seeing them through.

### PERSONALITY & PERSONALITY TRAITS

The current founder team in Selene is characterized by strong technological knowhow and vast experience within the cybersecurity domain. The team is tight-knit and has been working on the research behind Selene for a number of years, so we know each other quite well.

For us it is important to find a Commercial Co-Founder who has the mentality to become 'the new one' in this experienced team. We believe key components in achieving this is a combination of strong experience within cybersecurity - so you know and feel at home in what we're talking about - and a proven ability to execute commercially, where we are fully aware, we do not have the most experience.

### PERSONALITY TRAITS

- Passion for the startup journey and understanding of what it takes to succeed.
- Outgoing personality to become 'the face of the company'.
- Strong strategist with an ability to execute on the plans you develop.
- Reliable executor of agreed tasks.
- Dependable and trustworthy.
- Open and honest.

