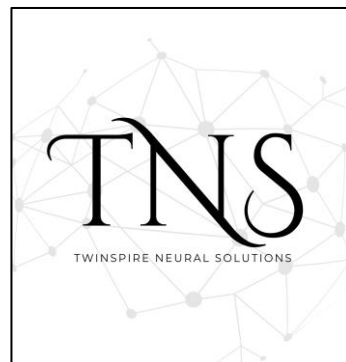


CO-FOUNDER NEEDED

Commercial/Sales Co-Founder

TWINSPIRE NEURAL SOLUTIONS

Performance and injury tracking for sports teams and athletes



THE PROBLEM

Sports clubs, physiotherapists, and athletes lack objective, data-driven tools to prevent injuries and monitor recovery. Reinjury rates are high, costing clubs performance and money.

OUR SOLUTION

Twinspire uses AI and digital twins to turn sensor and movement data into real-time insights, helping coaches and physios prevent injuries, optimize recovery, and make better decisions.

PATENT STATUS

Patent application filed by DTU based on Pouya's master's thesis and now licensed for commercialization by Twinspire.

FINANCIAL OVERVIEW

B2B SaaS model, subscription per team/athlete with tiered pricing based on features and data volume. Initial revenue via pilot projects and test-sales; scalable ARR model for teams, clinics, and insurers.

MILESTONES ACHIEVED

- Functional data pipeline and Polar Team Pro integration
- AI model developed and containerized for deployment
- LOIs signed with physiotherapists, Myoact, professional teams
- Pilot discussions with clubs and national team players
- Google for Startups program acceptance

TARGET MARKET & CUSTOMERS

Elite sports clubs, physiotherapists, and rehabilitation centers. Later expansion to insurers and the wider amateur sports market.

CO-FOUNDER PROFILE WE ARE LOOKING FOR Must-have qualifications/background:

- Proven experience in B2B sales or partnerships (ideally SaaS or sports tech)
- Knowledge of sports performance industry or health tech market
- Ability to close first contracts and set up go-to-market strategy

Nice-to-have qualifications/background:

- Fundraising experience (VC, angel networks)
- International sales or partnership experience
- Network in insurance or sports federations

Personal fit:

Hands-on operator, strong communicator, and willing to lead commercial side from day one. Aligned with vision of athlete wellbeing and performance. Comfortable in early-stage chaos and co-owning business strategy.

TASKS & RESPONSIBILITIES (FIRST 3 MONTHS)

- Secure first paying pilot customers
- Finalize pricing model and commercial deck
- Build early pipeline (clubs, clinics, insurers)
- Support fundraising prep

ACADEMIC & ENTREPRENEURIAL BACKGROUND OF CURRENT CO-FOUNDERS

Pouya Tobias Strand Nikoui – Founder & CEO, professional football background, MSc in Electrical Engineering (DTU) with focus on AI/control, patent holder. Google for Startups alumnus.

John Paulin Hansen – Co-Founder & Advisor, DTU Professor & Psychologist, User experience expert, Design and Innovation Management, Serial Entrepreneur

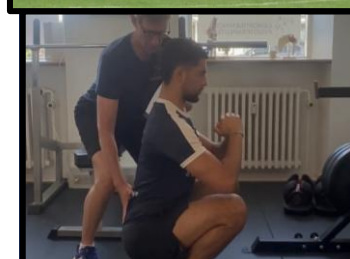
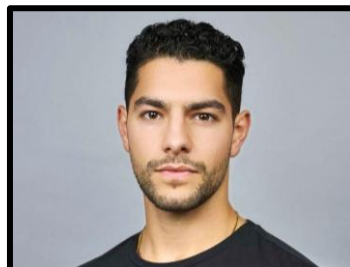
Daryan Kamalifar – Full Stack Developer, 7+ years industry experience, Experience leading projects & people, Coding bootcamp mentor & Teacher

PHYSICAL ADDRESS

DTU Skylab, Kongens Lyngby, Denmark

READ MORE HERE

www.twinspire.ai



ABOUT OPEN ENTREPRENEURSHIP

Open Entrepreneurship is a collaboration between all Danish universities aiming to create more research-based startups.

www.open-entrepreneurship.com



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