

GTM Intern (m/w/d)

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Stellenbeschreibung

GTM Intern: Work with the Founders | Cologne | Min. 3-Months Internship | Start asap | German (fluent) & English (fluent)

Founded by the founders of Westwing and Flaconi, at Draxon, we're building the future of workforce training – combining the power of Virtual Reality and Artificial Intelligence to transform how frontline teams learn in high-risk industries. Our mission is bold: make training faster, safer, and dramatically more effective in sectors like airports and airlines.

We're early – and moving fast. We're backed by leading investors, Point Nine and HV Capital, and already working with major aviation clients. If you're excited about shaping a company from the ground up, working closely with proven founders, and solving real-world problems with cutting-edge technology, Draxon is the place to do it. Joining our team now is an opportunity to help build a next-generation company – AI-native, innovative, lean and obsessively focused on delivering real impact.

Benefits

- Learn from experienced founders and GTM experts and contribute meaningfully from day one
- Gain international exposure and experience in a fast-moving environment
- Office in Cologne, 5 days a week in the office for maximum collaboration and learning
- Get real ownership and a steep learning curve
- A front-row seat to building a cutting-edge software technology company
- The opportunity to grow into a full-time role

Ready to Join?

Send us your CV or LinkedIn – and a short message on why this is your next move.

Anforderungsprofil & Qualifikationen

Tasks

This is a fast-moving role for an intern who thinks like an operator. You'll work directly with one of the founders' associates and learn how to scale the business, leveraging best practices, cutting-edge AI tools, and a get-it-done-now attitude. The internship is a minimum of 3 months long for you to get deeply into the business. You'll be based in our Cologne office when not traveling for business. This internship is for operators who want to build with ownership and velocity.

- **Drive Go-To-Market Strategy:** Work directly with one of the founders' associates to identify, qualify, and activate new sales opportunities with global airport and ground handling clients.
- **Shape Growth with the Founders:** Work on impactful growth projects directly with the founders, helping shape how we scale the business across sales, product, and operations.
- **Support Founder-Led Sales:** Prepare sales materials, demo scripts, and pitches that align with our value proposition: VR + AI = safer, faster, and more effective ground ops training.
- **Scale What Works:** Build playbooks and workflows to turn early wins into scalable, repeatable growth.
- **Implement AI-Enabled Sales Tools:** Use AI to streamline lead generation, CRM, and outbound sequences — experiment with automation to boost velocity. Fly out and run on-site demos: Help prepare and execute on-site training pilots, demos, and customer rollouts — often flying out with the team.

Requirements

- High intelligence coupled with pragmatism, humility, and a strong bias for action
- Strong drive, curiosity, and a proactive, builder mindset
- Genuine energy for early GTM: Exploring what resonates, and turning signal into traction
- First experience in fast-paced environments (startups, software, consulting, or tech)
- Tech-savvy and hands-on experience in AI, tools, and modern workflows
- Strong German (fluent) and excellent English
- Structured, proactive, and eager to learn

Stellenmerkmale

Beschäftigungsart	Praktikum
Beschäftigungsumfang	Nach Vereinbarung
Home Office	Nein
Bewerbungslink	https://join.com/companies/draxon/14562838-gtm-intern-m-w-d?oid=e2d82db5-d4f8-4bf3-bf94-2e31f3bd61ed&pid=417e11f9888b039c3fcf

Kontaktdaten

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