

Growth + AI Founders Associate

Convu · London Bridge / Farringdon (Hybrid) · Graduate

This is for the graduate ready to join an AI startup with real potential to scale, where you sit in the heat of every decision and build something that didn't exist before you got there. Keep reading.

You'll be one of the first people building Convu. Direct line to the founder. AI as your default operating system. A market to go win.

About Convu

Convu.ai is the operating system for in-person professional relationships. Voice-note capture, AI follow-ups, every conversation turning into a relationship that compounds rather than dying in your contacts list.

Launching soon on iOS, Android and web. Backed by NVIDIA Inception, AWS, and Google Cloud. Built in London.

Why this beats anything else you've been offered

- **You're not employee #47.** You're one of the first three. In the room for investor meetings, event partnerships, growth strategy with our partners. What you say gets heard.
- **AI is your default, not a curiosity.** ChatGPT, Claude, Cursor, Apollo, HubSpot. You'll be using all of them daily within a week. Most graduates don't touch this stack for years.
- **You'll see the whole machine.** Partnerships, events, sales, growth: all in the same week, not rotated through over six years.
- **Speed compounds.** Small team. Your work is visible the same day. The playbook you write becomes how the company sells.

What you'll learn from the founder

You'll work directly with Viren. Warwick MORSE graduate. Five years at JP Morgan's sales and trading division before leaving to build Convu.

Everything I picked up there: how the best institutions work, how to read a room, how to turn a conversation into a deal. I'll share all of it with you. The kind of mentorship most people don't get until they're a decade into a career, condensed into your first twelve months.

Strategy, vision and execution, shared in real time, flirting on the edge of what's possible. No two days the same. Always learning, always growing.

What you'll do

Three buckets: partnerships, events, sales. Every week the question is the same. Did more of the right people use Convu because of you?

- **Build partnerships.** FSB and LCCI on the institutional side, university societies, accelerators and founder communities on the focused side, and co-marketing with adjacent tools.
- **Run events.** Pick the right rooms in London, show up, work them, onboard people onto the app there and then.
- **Build a personal LinkedIn audience** alongside ours.
- **Use AI as your operating system.** Every workflow, every email, every research task.
- **Working on real problems.** Real customers, real revenue, real partnerships. What you ship today is live tomorrow.

Where this gets you in 12 months

- AI fluency that puts you years ahead of your cohort
- A professional network built in person across London's startup scene, plus a LinkedIn audience that recognises you in your target market
- Sales chops, partnership chops, and the rare ability to do both
- The confidence to start your own thing, or be the most valuable hire at the next place
- If it works for both sides, a path that grows as the company does

Who thrives here

We value innovation and instinct over a polished CV. What we're looking for:

- **Hunger.** You see this role as the start of something bigger, not a salary.
- **Drive.** You don't wait to be told. You spot what needs doing and do it.
- **People skills.** You can hold a room and you can hold a one-to-one.
- **Already in the AI stack.** ChatGPT, Claude, Cursor. These are your default, not your novelty. If they're not, this role won't work.
- **Reliable.** You do what you say you'll do.
- **Based in London.** Happy to come into our London Bridge or Farringdon office 2 days a week.

Experience moving people is ideal but loosely defined. What we read as signal: running a team or a society and making it actually work. AI woven into your current projects, not as a novelty. Selling a side project to real customers. Hustling sponsors, signing partnerships, working a room. Upselling in a hospitality job. Anything that proves you can build a relationship and turn it into an outcome.

The setup

- 2 days in office at our London Bridge or Farringdon space
- 2 days remote, 1 flexible day
- 37.5 hours a week, 28 days holiday including bank holidays

Package

- Competitive base, negotiable based on the hire
- Discretionary performance bonus
- Significant upside as we hit milestones. This role grows with the company
- Direct line to the founder, no bureaucracy
- Real responsibility from week one

How to apply

Send your CV to careers@convu.ai, answering these two questions:

1. Why are you right for Convu? What excites you about what we're building? (200 words max)
2. One interesting use case you've used AI for. It can be anything. For a society project, something you've built... (200 words max)

If there's alignment, we'll invite you to a short video assessment, then an interview with the founder. Casual, direct. Offer if it's right for both sides.

You start: as soon as we find the right person. Hiring now.