YOUR CAREER AT AUPHONIC

Growth & Partnerships Manager

Let's shape the future of the audio web

Part-Time / Full-Time | Graz, Austria · Hybrid | from € 50.000 gross / year

auphonic

Auphonic develops intelligent audio algorithms using a combination of AI and signal processing to create an automatic audio post production web service — an audio autopilot for podcasts, broadcasters, radio, interviews, audiobooks, lecture recordings, and more. Millions of users, from first-time podcasters to the Lex Fridman Podcast and The Diary Of A CEO, rely on our services and algorithms, which adapt to new data daily. That is why we continually seek new talents to join our team and improve our solutions.

You'll help drive how Auphonic grows: which partners we work with, which markets we enter, and how we bring what our algorithms can do to the people and companies who need it. Whether you're new to business development or already have a few years of experience, you'll start by working closely with our team, getting to know our product, our partners, our customers, and the audio community – and how quickly you take on **more ownership** is up to you.

One thing that makes this role unusual: **you grow into it.** In your first months, you'll work side by side with us – we'll introduce you to our partners, take you along to conferences, and bring you into conversations with customers and the community. Over time, you'll take the lead on partnerships, represent Auphonic on your own, and shape where we go next. We're a small team, so there's a lot of room to make this role your own. Ideally you're based in Austria, working with the team in our office – we're hybrid, so that's about two days a week – though for the right person we're open to talking about the setup.

Your tasks:

- **Partnerships & integrations:** support and grow our relationships with hosting platforms, podcast networks, broadcasters, automation tools, and educational institutions – and over time, own them
- **Business customers:** learn how companies use Auphonic and help them find the right setup, together with our technical team
- **Growth & positioning:** help find new audiences and markets for Auphonic, and sharpen how we talk about what we do
- **Events & visibility:** join us at conferences, workshops, and community events (a few conference trips a year), and increasingly represent Auphonic yourself
- **Launches & content:** help turn new features into stories that make people want to try them
- **Learn & measure:** track what's working in growth and partnerships, and feed what you learn back to our product and strategy team

Your profile:

- A real affinity for audio, whether you come from sound engineering, podcast production, radio, or the creator industry – you know the scene and speak the language of the professionals in it
- Curious about technical topics: you're not afraid of API docs or developer conversations, and you enjoy trying out new tools and workflows yourself
- At home with the latest AI tools and LLMs, and you like using them to test new strategies, build quick prototypes, and try out ideas before we commit to them
- Ideally first experience in business development, partnerships, community, or growth – a network in the audio or podcast industry is a big plus
- Comfortable in front of people and keen to speak on stage – talks, shows, or your own content are a plus
- A self-starting, autonomous generalist and storyteller who wants to grow into a role with real ownership
- Fluent English and German – any other language is a big plus

Full-time salary

€ 50.000

gross per year, higher with 3+ years of relevant experience

We offer:

- Part-time (>= 32h/week) or full-time (38.5h/week) employment, ideally based in Austria, see IT Collective Agreement
- € 50.000 gross per year (full-time) or more, depending on your qualifications and experience – with 3+ years in business development, partnerships, community, or growth, your salary will be higher
- Work in our office in Graz (at least 2 days per week), home office possible
- Flexible time management for a healthy work-life balance (no all-in contracts, no overtime)

How to apply:

Please send your CV and a few lines on why this job is for you, plus links to talks, shows, content, or anything else you've made to job@auphonic.com.

job@auphonic.com

Auphonic GmbH · Graz, Austria · auphonic.com/jobs