

## **Business Development | Compute Markets (San Francisco)**

OneChronos is building the bazaar for agentic systems. We're starting in capital markets, where our matching markets routinely account for more than 1% of notional U.S. equity market volume. By bringing together auction theory, distributed systems, artificial intelligence, and deep market structure expertise, we help humans and agentic systems transact more efficiently, improve how value is allocated, and, ultimately, increase global GDP

Compute is evolving into a foundational economic resource requiring increasingly sophisticated market infrastructure, pricing systems, and capital allocation mechanisms.

Our business is focused on building market infrastructure for the pricing, allocation, and exchange of compute resources across the AI ecosystem.

To that end, we're hiring a founding Business Development Representative in San Francisco to shape and accelerate this business.

This is a high-impact role focused on helping the AI infrastructure ecosystem participate in and shape emerging compute markets. You'll work at the intersection of AI infrastructure, market structure, and financial innovation, partnering closely with the CEO and Product teams to develop market narratives, cultivate strategic relationships, and drive ecosystem engagement.

The ideal candidate combines deep curiosity about AI infrastructure and compute economics with the ability to engage credibly across technical, commercial, and strategic audiences. You should be equally comfortable discussing GPU infrastructure and compute supply dynamics with operators, engaging infrastructure stakeholders and investors on market evolution, and shaping how the broader ecosystem understands the future of compute markets.

### **What You'll Do**

- Partner with the CEO and Product teams to help define and commercialize emerging compute market structures.
- Develop and communicate compelling narratives around our compute products, translating complex infrastructure, market, and economic concepts into clear and credible market positioning.
- Build ecosystem participation, develop strategic relationships, and cultivate champions across the AI infrastructure landscape.
- Engage with infrastructure providers, AI companies, investors, data center operators, and strategic partners across the compute ecosystem.
- Co-create and evangelize materials explaining the economic logic, structure, and long-term importance of compute markets to customers, partners, investors, and broader ecosystem participants.
- Help shape our external market presence through thoughtful outbound engagement, ecosystem mapping, events, strategic communications, and relationship development.

- Design and improve lightweight systems for engagement tracking, relationship management, market intelligence, and ecosystem signal collection.
- Analyze market engagement and demand signals to identify patterns, surface strategic insights, and refine positioning and go-to-market priorities.
- Help build the foundational operating rhythms, playbooks, and market-development processes for the Compute business from inception through scale.

### **Who You Are**

- Bachelor's degree or higher in Electrical Engineering, Computer Engineering, Computer Science, Applied Mathematics, Physics, or a related technical discipline.
- Deep familiarity with AI infrastructure and compute ecosystems, including GPUs, HPC systems, AI/ML infrastructure, data centers, cloud infrastructure, cluster scheduling, inference and training workloads, compute economics, supply and demand dynamics, and hardware ecosystems.
- Strong understanding of the operational and economic constraints shaping modern AI infrastructure, including utilization, latency, throughput, networking, power, capacity planning, and infrastructure scaling dynamics.
- Ability to engage credibly with technical operators, infrastructure providers, investors, and executive stakeholders across the AI infrastructure landscape.
- Exceptional written and verbal communication skills, with a strong instinct for synthesizing and explaining complex technical, operational, and economic concepts.
- Demonstrated ability to build strategic relationships and navigate highly technical ecosystems with multiple stakeholder groups.
- High agency, strong ownership mentality, and comfort operating in fast-moving and highly entrepreneurial environments.
- Strong systems thinking and operational rigor, including experience designing or improving workflows, reporting systems, operational processes, or market-facing infrastructure.
- Deep curiosity about AI infrastructure, market structure, financial systems, and emerging technology ecosystems.
- Prior hands-on technical experience building, operating, or scaling infrastructure systems is strongly preferred.

Salary range: \$160,000-\$220,000 with eligibility for a discretionary annual bonus. Actual base pay is subject to change, and is dependent upon a number of factors, including work experience, skills and training.



All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, disability, genetic information, veteran status, or any other characteristic protected by applicable law.

OneChronos is committed to providing equal employment opportunities to all employees and applicants, regardless of academic area of study, race, colour, religion, creed, age, national origin or ancestry, ethnicity, sex, sexual orientation, gender identity or expression, disability, military or veteran status. As an equal opportunity employer, we recognize that diversity is a huge positive attribute and we welcome the differences and benefits that a diverse culture brings.