



<https://www.execcapital.co.uk/job/founding-cto-ai-synthetic-audience-simulation-platform/>

Founding CTO AI Synthetic Audience Simulation Platform

Description

Location: London or New York

Package: Competitive cash salary plus meaningful founder-level equity

Reporting to: Founder/CEO

Search led by: Exec Capital

The Opportunity

Our client is a well-established, high-reach media group building a new AI venture on top of a large existing audience base. The product is a synthetic audience simulation platform: a system that lets brands test products, campaigns and strategies against simulated populations of consumers before committing to them in the real world.

This is a genuine founding-level appointment. The successful candidate will be employee one on the technical side, building the engineering team, the architecture and the platform from the ground up. It is a rare opportunity to take a well-funded, well-connected AI venture from zero to one, with real equity upside and the backing of an established media business with a substantial existing audience.

The Role

As Founding CTO, you will own the technical vision and build the team and platform capable of simulating populations ranging from millions up to a billion lightweight agents, returning results in minutes rather than days. You will work closely with the founder to translate a bold product vision into a working, credible, commercially defensible platform — one where simulated outcomes can be shown, through rigorous calibration and back-testing, to track real-world outcomes.

You will be responsible for every major technical decision in the venture's early life: architecture, infrastructure, hiring, and the technical roadmap. This is a build-from-scratch mandate, not a role inheriting an existing codebase or team.

Responsibilities

What We're Looking For

- **Agent-based simulation or synthetic audience/persona systems** — hands-on experience designing or scaling systems that model human behaviour computationally, whether from ad tech, market research technology, gaming, computational social science or an AI lab
- **Large-scale distributed systems** — a track record architecting high-throughput, massively parallel workloads capable of scaling to populations in the hundreds of millions or billions
- **LLM and generative AI in production** — practical experience deploying foundation models, fine-tuning, and/or agentic frameworks in a live

Hiring organization

Exec Capital

Employment Type

Full-time

Beginning of employment

1st September 2026

Duration of employment

Perm

Job Location

London, South East, United Kingdom

Working Hours

9-5

Date posted

August 23, 2026

Valid through

31.08.2026

commercial product, not just prototypes or research settings

- **Behavioural or consumer data pipelines** — experience building the data infrastructure that turns messy first-party behavioural signal and licensed demographic data into model-ready training input, with privacy and consent architecture properly handled
- **Simulation validity** — a genuine understanding of calibration and back-testing methodology, and what it takes to prove simulated outcomes track real-world outcomes
- **Zero-to-one leadership** — prior experience as a founding engineer, CTO, or technical lead of a new platform, with the credibility to hire and lead a founding engineering team spanning ML and data engineering

We expect the strongest applicants to come from AI labs, simulation or ad-tech platforms, large-scale personalisation or recommendation systems, or computational modelling teams — people who see the challenge of simulating a billion agents as an exciting problem to solve rather than a daunting one. Very few candidates will bring deep expertise across every point above; what matters most is genuine strength across several of these areas, the judgement to hire well against the gaps, and the conviction to lead a technical build of this ambition from day one.

Qualifications

Why Apply

- A true founding-level role with meaningful equity, not a later-stage technical leadership hire
- Backing and distribution from an established, high-reach media business
- A technically ambitious, category-defining product with genuine commercial pull from brand and agency clients
- Direct partnership with the founder in shaping both the product and the company from the outset
- Flexibility to be based in London or New York