

Company description

Let's build the new backbone of asset management!

Together with one of the largest insurance groups in Germany and one of the world's leading consulting firms, we are building an AI-based SaaS solution that supports credit analysts with credit risk assessments. We truly believe that we can build a new standard in asset management and change the entire industry for the better. Our company is still in stealth mode and we are currently looking for a Chief Technology Officer (CTO) to support our motivated team of Data Scientists, Software Engineers and Business Building Experts in Berlin. Join the ride!

Chief Sales Officer (CSO) – Marketing & Distribution of an AI based FinTech Product

Role description

- ➔ Management of the company as part of the leadership team – focus on sales and distribution together with the management team
- ➔ (Further) development, implementation and constant review of the company's sales and marketing strategy
- ➔ Development of a sales funnel for the company's financial software products
- ➔ Hiring of sales, customer success and marketing teams and management of related budgets, costs and resources
- ➔ Overall management and hands-on realization of all sales, marketing and related activities
- ➔ Activation of the existing asset management network for new customer acquisition and development and maintenance of strategic partnerships and customer relationships
- ➔ Ensuring of timely achievement of all sales-relevant milestones, such as the PR launch
- ➔ Strategic development of the company's products based on customer feedback in close coordination with the product team
- ➔ Identification of new business models, markets and target customers whilst constant monitoring of market developments in close cooperation with product experts
- ➔ Marketing and presentation of products at conferences, trade fairs and industry events
- ➔ Set-up and operating of day-to-day business

Key requirements

- University degree in (business) computer science, business administration, economics or natural sciences
- At least several years of professional experience in a sales position of or for a tier 1 investment company, ideally an asset management company, or in a sales position for information products for the financial industry
- Several years of experience in marketing and distribution of financial products and services or other complex software and proven success in launch and distribution of new innovative products
- Several years of management experience in planning, building and managing (sales) teams
- First-class network in the financial sector, especially in asset management and banking
- Extensive knowledge of asset management processes, in particular credit risk assessments
- High affinity for digital trends, e.g. AI, especially in the FinTech area; technical understanding of AI, particularly in the areas of Machine Learning, Text Mining and Data Modeling is a plus
- Entrepreneurial personality with a committed, communicative personality
- Fluent in German and English

Benefits

- Opportunity to shape the AI-based credit risk analysis of the future
- Development of a FinTech Start-Up at C-Level, financed by industry relevant investors and partners
- Immediate start thanks to an existing interim team of >20 people
- Autonomous hiring of a long-term team that allows for early-on shaping of the company's culture
- Diverse activities and autonomous implementation of own ideas in a dynamic environment
- Sparring and support from top-class industry and technology experts from the investor and partner network
- Flexible working hours and an attractive salary and shareholder model
- Fully-equipped office in a renovated Victorian building with rooftop terrace and ideal connection to the heart of Berlin Mitte

- Feel-good vibes with fruit, snacks and drinks
- Annual team off-site and regular team events

How to apply

We look forward to receiving your application with cover letter and curriculum vitae as well as details of your salary expectations and earliest possible starting date:

jobs@makers.do

MAKERS
A DELOITTE BUSINESS

Contact: Philippe Padrock
Invalidenstraße 112, 10115 Berlin

www.makers.do