



Chief Sales Officer (f/m/d)

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wikifolio.com is the best-known fintech company in the German-speaking area in the field of B2C investment and has been growing steadily since 2012.

Based on the hitherto attained great successes and our powerful shareholder structure and partnerships, we want to further accelerate our growth course. Therefore, our objective is to bring more innovations to the market and to use our first-mover advantage in new markets. Along with the recent addition of personnel to product development, many innovative functions will follow as well.

One purpose of this newly created position is to ensure the continuous success and ongoing growth of the company. You will lead all sales and partnership initiatives and prepare the expansion into new international markets through growth of the wikifolio partnerships ecosystem. You will be responsible for the B2B and B2C activities of wikifolio.com as well as lead and grow a team of employees in Sales, Business Development and Community Management.

Tasks

- › Develop sales and partnerships strategy
- › Expand the wikifolio ecosystem in core markets
- › Prepare the entry into new markets, including to ensure the tradability and distribution infrastructure
- › Co-Design of products and services for partners (strategy, roadmap, pricing)
- › Acquire and look after asset managers, Media and other professional wikifolio traders
- › Extend integrations based on data, modules, and media content – and partner brokers.
- › Looking after issuers and listing partners
- › Build partnerships with other FinTechs, amongst other integrations such as marketing- and sales partnerships
- › Represent wikifolio at events
- › Sales of data products based in community data

Conditions

- › Experienced in c-level leadership
- › At least 5 years of experience in sales (lead)
- › Strategical business mindset
- › Excellent communication skills
- › Deal-oriented negotiator
- › Pronounced social and emotional intelligence

That's waiting for you



Team-oriented
work environment



Young, dynamic
and distinguished
colleagues



State-of-the-art
technology



Home-Office



Exciting team
events



Free coffee



Flexible working
hours



Great transportation
connection

At [wikifolio.com](https://www.wikifolio.com) an exciting job environment awaits you in a dynamic, constantly growing and multiple award-winning FinTech. Our motto is: experiment, fail early, learn and continue. An innovative work environment with opportunities for professional development is our declared goal. Expect real work-life balance as well. Become part of our team – we live by our values transparency, fairness, ambition, sustainability and joy and strive to make investing available for everyone.

Together, we will create an attractive salary package that is based on your experience as well as the usual market conditions and well above the minimum salary.

Apply now