

# Senior Partner Account Manager, BaaS/Fintech (f/m/d)

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## We're Hiring

### Tasks

Main point of contact and coordinator among IDnow teams and our Banking, FinTech and Insurance Partners

Build and maintain positive relationship with Partners in the Banking and Fintech vertical

Manage, renegotiate, and keep contracts up to date

Establish quarterly and annual plans to meet targets

Collaborate with team members in the Partner team, customer success, pre-sales, Accounting, Legal and Product to achieve desired outcomes

### Qualifications

Several years of experience in the partner account management, Account Management, Customer Success or similar

Experience in business-to-business (B2B) software or services

Experience working with the Banking, Banking as a Service, Fintec or highly regulated industries

Entrepreneurial mindset, high energy, enthusiasm, and passion for Partners

Verbal and written communication skills with experience articulating concepts to cross-functional audiences

Fluent language skills in German and English, other languages welcome

Willing to travel to meet with partners, customers, and internal stakeholders

Strong Account management skills with experience gaining consensus and driving timely deliverables with individuals inside and outside the organization

Familiarity with Salesforce.com and other sales and marketing tools

Knowledge of the identity verification market or KYC and AML technology

### We offer

International: Our team consists of 40+ nationalities; we are present and expanding in many countries throughout Europe

Cross-functional role with many touchpoints to other departments within IDnow (sales, marketing, client success, product, and legal)

Highly international role which involves partnership engagements across the world

Steep learning curve in a high-tech environment, which involves working with leading global companies shaping the future of many industries

In case you have further questions, please feel free to contact [jobs@idnow.de](mailto:jobs@idnow.de)

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## Additional information

Location

**Munich**

Position type

**Full-time employee**

Start of work

**As of now**

**Responsible**

Ben Marney