

JOIN OUR AMAZING TEAM

Director Commercial Product Management - Platform (m/f/d)

APPLY NOW

Tasks



Drive the strategy and roadmap for unified IDnow platform connecting different IDnow products as well as offering new solutions that are beneficial to customers

Owning, evaluating, impacting and regularly presenting product KPIs like revenue, gross margins, conversion rates

Own pricing and execution for platform components



Proactively reach out for new markets and verticals business cases and align the platform packaging to growing new use cases

Responsible for defining go to market strategies and successfully launching new platform features in the market

Owning, evaluating, impacting and regularly presenting platform KPIs like margins, cross sell rates



Perform regular competitive analysis and produce various assets related to product & platform (product sheets, product positioning, battle cards etc) to enable sales, presales and customers.

Driving initiatives like identity wallet, authentication connecting with different product units



Be the champion of platform across the company as well as outside the company. Help enable various sales and partner teams to create excitement and motivation

Assess value, develop business cases, and prioritise epics and themes to ensure work focuses on those with maximum value that are aligned with company and product strategy

Qualifications



Completed university degree in computer science, engineering, design or equivalent studies; MBA education is a plus	8+ years Product management and commercial experience working with software companies, ideally in Fintech, B2B & internationally	You are a change leader and not afraid of taking risks and complex decisions to help grow the product	Great communicator to be able to present your product, roadmap, use cases, KPIs in different forums
Strong background Technology partnership and contract management	Previous involvement in new product development or a start-up environment is highly desirable	Ability to work independently and communicate with different stakeholders	Proficiency in English, German is nice to have

We offer



International team with more than 55 different nationalities and a truly agile mindset



Be part of a high-growth scale-up company where ownership, transparency and trust are being lived everyday



We make your remote work comfy: we provide support on equipment and offer flexible working hours

Connect with your colleagues or through (virtual) team event



We value development: use your training budget for what excites you the most and benefit of a dedicated training on your leadership skills

We look forward to receiving your compelling application with a possible start date and salary expectations.

In case you have further questions, please feel free to contact Anna-Lena Ziegler at +49 89 413 24 6034.