

Finero CEO Job Description

Finero, a fintech startup, is looking for a new CEO to lead its innovative team and digital platform development. Our mission is to simplify everyone's personal finance management by aggregating their financial information in a safe place, independently of their banking and insurance relationship. We are an early stage startup with lofty goals and big plans for 2017 and beyond.

Description

This role is ideal for someone who has the right mix of leadership, passion, energy and experience to build a new digital business in the financial services sector. The ideal candidate is business savvy, has an entrepreneurial spirit and innovative nature, and a vast network in the financial services industry and startup ecosystem.

The CEO will have primary responsibility for leading company operations, the overall growth strategy, organizational leadership, financial and organizational management, external communications, and marketing and sales efforts. He/she will also be responsible for the development and management of advisor and investor relationships.

The CEO will also be responsible for providing the short term and long term company vision as well as the development of the sales and marketing strategy. He/she will also be responsible to achieve fundraising and revenue objectives.

The ideal candidate will have been successful in startup companies (or will have learned from previous failures) focused on the wants and needs of consumers in the financial services industry.

In addition to being the face, voice and spirit of the company, the candidate must demonstrate a track record in financial services and technology.

Focus During the First 12 Months:

- Create an appropriate user acquisition strategy
- Develop and lead execution of product development, marketing and customer service
- Establish strategic partnerships with other companies to reach the ambitious user growth targets
- Create an appropriate short/long term vision

Responsibilities and Duties

Leadership

- Provide vision and leadership that attracts followers
- Public relations, including evangelising technology entrepreneurship through public speaking, digital media, and representing the startup sector.
- Motivate a high performance, innovative and results-driven organization

Strategy & Planning

- Develop short/long term company and product roadmap.
- Establish and implement short and long term goals, objectives, policies, and operating procedures.
- Build and motivate a world-class product, marketing and customer service team.
- Responsible for all elements of HR, employee compensation plans, and benefits.
- Develop a financial plan for the organization

Operational Management

- Oversee operating plan, budget, cash flow, and company finances.
- Create and revise all content while building a world-class content development team.
- Establish strategic partnerships with other companies in order to reach the ambitious user growth targets
- Build and lead an effective and cohesive executive management team to include all company employees, while establishing a basic personnel policy, initiating and monitoring policies relating to personnel actions and training and professional development programs.
- Ensure company objectives and standards of performance are not only understood but owned by management and employees.
- Ensure company and its businesses comply with all applicable legal and regulatory requirements and, where appropriate, best practices.
- Establish, achieve, and report on financials and milestones to investors.

Requirements & Qualifications

- University degree, preferably MBA in the field of business administration and finance.
- Prior experience in sales and/or leadership efforts in a startup company preferably with a background in financial services.
- Excellent leadership, negotiation, management, problem solving, and interpersonal skills.
- Ability to work strategically, but also hands-on problem solving.
- Exceptional oral and written communication skills in English and German.
- Extensive experience in fund raising and investor relationships.
- Track record of building innovative, creative, and collaborative teams.
- Strong desire to lead from a strategic and tactical perspective in all aspects of day to day company operations.