

Business Development Manager Switzerland (& Europe)

Zurich, Switzerland

cybera.global (www.cybera.io) provides a FinTech platform against financially motivated cybercrime to Financial Institutions and Governments. Traditional approaches to answer such crimes cannot keep up. The team behind cybera.global combines expert knowledge and unique insights with latest technology to improve the status quo and reduce online fraud and cybercrime related losses globally. cybera.global is a Swiss and U.S.-based start-up with an expert team and experienced advisors. The company recently closed an Angel financing round with private investors.

About the role

We are looking for a driven, positive person with a “can-do” attitude to help us build our company in Switzerland and Europe. We are looking for an Allrounder to gradually take over business development efforts. You will be supported by the CEO and an existing team of co-founders and advisors. You will be afforded a high degree of accountability and ownership with the chance to become part of an exciting venture from its early days on.

Specifically, you will spend your days:

- *Advocating for our mission and business approach:* You will be the face for the public in Switzerland and responsible for answering questions from different stakeholders such as our CEO, existing and prospective clients, the Advisory Board, the Board of Directors, as well as clients and partners such as governmental institutions.
- *Building and developing clients:* You will be responsible for talking to new Financial Institution clients, introducing our solutions, and ultimately closing deals. At a first stage, this might include pilot partnerships but soon after we are expecting you to interact with potential new clients and manage existing ones across Switzerland and Europe.
- *Improving and creating products:* You will be closely involved in the development of our product (together with IT professionals) and making sure that our solution is closely aligned with market needs.
- *Collaborating:* We are building a cross-functional and international culture. This is a not a role for the lone wolf. You will partner daily with our CEO and the broader team to grow the business.

- *Leading:* You will offer thought leadership to clients as well as internally mentor and offer professional insights to junior team members down the road.

About you

- You ideally have a background in the field of Enterprise Software Sales and/or Business Development in the financial service industry. Experience in and good understanding of cybercrime, fraud, and/or criminal law topics (police/prosecution, AML, anti-fraud, international criminal law and MLA and/or cybersecurity) or a related discipline is a strong plus.
- You are an entrepreneurial personality and can prove this with a track record of successful own ventures or supporting other ventures in early stages. Ideally you enjoy talking to people as well as being able to think strategically and commercially with the goal to drive a business to success.
- You understand what goes into the sales process from prospecting to close, and you're no stranger to managing multiple complex deals across multiple clients and stages.
- You are highly organized with a meticulous attention to detail and pattern recognition; you manage your time well and possess expert judgment and decision-making skills.
- You are a high-impact communicator and know how to present to executive-level stakeholders. You speak German and have an excellent command of written and spoken English. Ideally you are fluent in additional languages such as French, Italian and/or Spanish.
- You are legally eligible to work in the location where this job is located. You are **willing to work for a reduced salary (with equity compensation) for a period of up to 10 months until successful closure of our next financing round in 2021.**

Contact us with your CV and (optional) short motivational letter to:

claudio.staub@cybera.io