



Head of Business Development and Sales

Fulltime Zurich

About Us

B3i is a growing and dynamic business operating in the global insurance market. We are at the forefront of bringing real innovation into the industry through Blockchain solutions which we believe will transform the industry.

This is a key leadership role with responsibility for developing and executing the strategy to promote our Blockchain network ecosystem and to commercialise B2B revenue opportunities. We are a start-up and you will need to build a function and sales team from scratch which blends in with our entrepreneurial and innovative culture. The focus for this role is to generate revenue streams from customers and partners.

What we expect from you:

Your immediate priority is to put a strategy and organisation in place which supports the long-term business objectives of B3i and development of its network ecosystem:

- Develop the commercial strategy to attract, convert and generate revenue streams from customers and partners
- Define and build the function organisation, processes, target setting and support system, including the set-up of a sales team.
- Establish a metrics-based management system for systematic monitoring of internal (target planning) and external (sales) performance and market development
- Lead the evolution from a local headquarter to an international “follow the sun” venture including regional business development and account support function across the globe

You will then execute the strategy leading your team to execute the strategy:

- Take full responsibility and ownership for acquiring customers and forming strategic partnerships to develop and implement growth opportunities
- Lead the prospecting for and generation of leads by building relationships to create a pipeline of potential accounts
- Develop and grow all accounts by developing relationships and tools to encourage retention, loyalty, upselling and sell through across the B3i network
- Take responsibility for successful account management of all customers and partners prioritising long-term development in line with the B3i vision
- Serve as the interface between market feedback and product development to ensure our solutions respond to market needs and remain competitive
- Oversee the P&L and team management for the global business development function
- Take a leadership role in the company to develop the overall sales strategy and budgeting by working closely with the management team to support the achievement of B3i’s overall vision and strategy
- Help to develop and establish a result oriented, forward looking and empowering company culture for all employees within the function

Disclaimer

Notice for recruitment agencies

B3i does not accept speculative CVs. We will only review CVs sent with an application for an advertised post. Any unsolicited CVs received will be treated as the property of B3i Services AG and Terms & Conditions associated with the use of such CVs will be considered null and void.





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What you will bring on a professional level:

- Customer centricity: Strong customer orientation with a passion for delivering excellence and results
- Sales: Ability to successfully initiate, influence, negotiate and close sales processes with large and small companies in the insurance industry. Understand strategic selling.
- Relationships: Management and monetisation of sustainable, international customer relationships. Superb team player who understands that winning clients takes team work.
- Leadership: Skills in hiring, developing and leading teams and critical judgement with rationale argumentation. Multi-cultural, superb communicator.
- Execution: "Stay hungry, stay foolish" mentality combined with the skillset to define and build a sustainable BD backbone
- Verbal: Excellent presentation and negotiation skills in English and deep understanding of global business cultures
- Project management: Capability to deliver, meet deadlines, manage a sales funnel, handle multitasking and organize teams efficiently
- Processes: Willingness and ability to set up the functional organization, processes and support systems (CRM, billing, ...) from scratch

What your experience is:

- 10+ years experience in sales or business development functions, preferably in startups a/o corporate business development in greenfield environments (e.g. develop new local organizations)
- Reasonable track record of BD ramp-up(s) in go-to-market or greenfield situations
- Deep understanding of software licensing mechanisms and pricing strategies is a must
- Background in InsurTech, SaaS / PaaS technology, (re)insurance or insurance brokerage are a plus

What we offer

B3i offers a competitive Salary plus Bonus including flexible working time and location, no limited holidays, gym membership, sabbatical programme. You will work with a great bunch of people who are really making history in central Zurich.

To apply for a job please send your CV and a covering note or short digital video/ audio clip to jobs@b3i.tech.

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