



Senior Mass Market Manager (m/f/d)



fidor
BANK



München



Vollzeit



01.04.2022

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ABOUT FIDOR

Company background

Fidor Bank (Fidor) is a pioneering German Digital Bank based in Munich and Berlin. It was established in 2010 with a focus on providing innovative technologically enabled banking services. The bank's current sole shareholder, Groupe BPCE of France, has agreed the sale of Fidor to Ripplewood Holdings LLC (Ripplewood). Ripplewood is a leading financial sector specialist investor, based in the USA with a 25-year track record of successful investments across the globe. This transaction is expected to close during the first half of 2022.

Business Strategy

Fidor's current business is focussed on providing a fully digital banking experience to retail and SME customers in Germany. In addition, the bank has a strong market position in providing payment and transaction services to leading payment services providers and digital asset market participants. With the guidance and support of Ripplewood, Fidor is launching a new strategic plan which aims to reposition the bank as a leading partner for digital asset market participants and Fintech firms across Europe. The key product capabilities of the bank would encompass the entire spectrum of banking services including payments, lending, and savings to both individuals and SME customers.

FUN AND MOTIVATING TASKS

- Implement the Mass Market commercial strategy including planning and execution
- Contribute to the budget & planning process for mass market sector
- Manage and create the reporting on weekly, monthly and annual basis
- Focus on customer needs to deliver growth

- Coaching of the mass market team
- Own initiative for new customer projects/ Products to increase profitability and customer retention with a priority on profitable growth

THIS IS HOW YOU COULD CONVINCE US

- Commercial studies or Banking training
- Several years of professional experience in product management at banks / fintechs
- Affinity for technology and interest in new innovative approaches
- Very good understanding of the European retail banking landscape
- Open, empathetic and team-oriented personality with a professional and engaging manner
- Distinct analytical and conceptual skills with pragmatic and solution-oriented implementation
- A high degree of customer and service orientation as well as readiness for action
- Stress resilience and ability to work with different stakeholders under tight deadlines
- Very good knowledge of German and English is a must

WHAT TO LOOK FORWARD TO

- Exciting tasks in an innovative fintech company
- High influence on the organization of own work processes
- Maximum flexibility through remote work
- Outstanding development opportunities for personal further education
- Above-average, performance-adjusted compensation and targeted bonuses
- Modern app for lunch refund of up to 100 EUR per month
- FlexTime system for flexible working hours and independent scheduling
- Independent mobile work for more flexibility
- 30 days of paid annual leave
- Fidor Team Spirit - employee events, goal-oriented success strategies, shared visions and plans
- Office located near the city center

We could inspire you for us and this position? Then we look forward to receiving your application documents and your salary expectations. Click „**Apply now**“ and become a Fidorian!

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