

Chief Marketing Officer (CMO)

80%-100%

The Company

[CelsiusPro AG](#) is an Insurtech company based in Zurich specialized in industrializing index insurance solutions to mitigate the effects of adverse weather, climate change and natural catastrophes. We aim to increase resilience against NatCat and adverse weather events, combine risk management with data science, simplify, digitalize and automate the risk management process.

The Team provides risk management solutions and web-based platforms for corporations, insurers, brokers, governmental agencies, industry bodies, cooperatives, and agribusiness companies to offer smart and cost-effective products to clients. The team further originates mandates and consults public and private clients globally on climate, agriculture and natural catastrophe insurance.

Your responsibilities include:

- You strengthen the brand with captivating story telling in the context of climate change, natural disasters and digitalization in the insurance industry
- You design the suitable marketing mix to leverage the available resources to reach our client base
- You position our product offering to match our clients' needs
- You follow our competitive environment and position our products accordingly
- You lead, design, and implement the business development activities
- You manage expectations and quality control vis-a-vis clients
- You play the leading role in creating and managing sustainable profitable growth
- You establish a strong relationship with key accounts and partners
- You lead a team of experts in the sales and consulting
- You actively engage in the strategic development of the company with the CEO and CTO

You have:

- Passion for innovation, insurtech and climate change themes
- Experience in technology sales and relevant industry knowledge
- Business acumen and you succeed in an entrepreneurial environment
- Strong communication skills and listen closely to the needs and challenges of clients
- Proven success in a sales role incorporating new business and account management resulting in consistent year on year growth in line with corporate targets
- Experience in applying a marketing mix best suited to a diverse client group
- Excellent writing and communication skills in English; German, Spanish and French are assets
- Strong relationship-management skills with the team and clients and ability to establish rapport and credibility
- Outstanding project management capabilities
- Bachelor or Master degree, or equivalent

You are a team player with strong drive and inter-personal skills. You are curious and bring passion and innovation to insurance technology and climate change. You are solution and profit oriented with the ability to manage multiple priorities and deliver in a structured and timely manner. You are a charismatic team leader and key client relationship manager.

Candidates must have Swiss or EU citizenship or Swiss work permit.

You will be expected to travel globally.

We offer a dynamic and international work environment. If you are open to a new, exciting challenge, please send us your application (motivation letter and CV) by email until **15 December 2020**. Applications without motivation letters will not be considered.

Contact: mark.rueegg@celsiuspro.com



CelsiusPro AG

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