

Are you our new Strategic Business Developer?

At MobilePay, we strive to simplify everyday life for our more than 4.4m users and 90,000 businesses. We're dedicated to driving change in a fast-evolving market by strengthening and extending the MobilePay eco-system. We achieve this by joining together our MobilePay team with our customers, users and stakeholders. Right now, we're looking for a talented Business Developer to join our New Ventures team.

A bit about us:

Our users mainly know us from our award-winning MobilePay and WeShare apps, but there's also a business side to MobilePay. We have an extensive range of solutions designed to cover every business need and requirement for receiving payments.

It may feel like MobilePay has been around forever, but in actual fact the app is only five years old. Every month, the app conducts more than 26 million transactions – and this number continues to grow at great speed. MobilePay is one of the fastest growing digital financial services and is the leading mobile payments solution in the Nordics. Our offices are located in Copenhagen and Helsinki. Our IT departments are located in Aarhus and Vilnius.

A bit about our workplace and the job:

Our Copenhagen Office has 90 employees, all with different competences and responsibilities within support, sales, customer journeys, processes, product development, communications, marketing, technology, risk and financials. You will join the New Ventures team, which is a small team responsible for driving change, exploring and proposing new opportunities for the MobilePay platform in collaboration with IT and other business colleagues.

Your role will be to identify, conclude and scope ideas and opportunities that can create significant value for our business and our customers. You know how to read and work with data, and you base your recommendations on data insights and input from stakeholders such as external partners, customers, and colleagues.

In order to shine in this job, you'll be a team player – a responsible, self-motivated colleague that makes things happen. You thrive when working with diverse tasks in an ambitious, fast-paced, honest and high performing culture. And you have an analytic yet creative mindset that you use to think outside the box.

As our new Strategic Business Developer, you have:

- Min. 3-5 years of experience with strategy, business development, product development in a C2C and C2B environment
- Experience from the tech industry, consultancy, Fintech, digital service provider or other positions related to digital services and payments
- A strategic and analytical mindset that lets you approach problems holistically, from multiple perspectives, and see alternative solutions
- Excellent communication and presentation skills and experience with visualisation (mock-ups) of new business ideas
- Strong project management skills
- The ability to act as a catalyst and identify internal resources to support opportunities throughout the whole incubation process.
- A structured approach to work and the ability to present data-driven directions and recommendations
- The ability to navigate internal networks, and to get buy-in and alignment from multiple stakeholders
- Experience with lean start-up innovation methodologies (MVPs and POCs).
- A track record of integrity and commercial acumen

You will report to head of New Ventures Bo Tolstrup Christensen. If you have any questions regarding the position, please contact Bo at +45 23 11 49 12. He's very friendly and easy to talk to.

If this sounds like you, consider it a sign. Send us your application and updated CV before August 15, 2018. We look forward to hearing from you!

Send application and CV by this [link](#) no later than 15.08.2018.