# German speaking Business Development Associate

## London / Hamburg

**InsurTech**

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<tr>
<th>Position type</th>
<th>Permanent / full-time</th>
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<tbody>
<tr>
<td>Salary</td>
<td>Attractive</td>
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**Qualifications**

- Fluency in English and German
- Bachelor’s degree and some work experience
- You are curious, proactive and like to take responsibility for things
- Able to identify our clients’ challenges and explain complex ideas in a simple way
- And have a can-do and humorous attitude
- Work hard play hard culture
- Insurance background is advantageous but not essential

**Position information**

**KASKO Solution**

KASKO offers an end-to-end insurance platform allowing insurers to build, run and continuously optimise digital insurance products in any distribution channel quickly, cost-effectively and flexibly. Thus, we empower the multi-trillion-dollar insurance industry to embark on the digital revolution that other industries have gone through already. It allows insurers to build better products for consumers and to offer those at the point of demand and ultimately move from a fragmented offline world to a truly global, digital marketplace.

**Who We Are?**

We are an InsurTech business backed by some of the UK’s top investors incl. Seedcamp (Backers of: Transfer Wise, Property Partner and Revolut) and Chris Slater (Co-founder Simply Business, 500m exit).

We have an amazing technology platform, clients that are keeping us super busy and a clear vision of where the insurance industry is going and how we can help it get there! But to do that, we need to expand our awesome team.

We’re a diverse bunch from all over the world, with backgrounds in everything from insurance and technology to languages and history and we believe that diversity is what makes us so strong, so everyone has the opportunity to shine.

**What You Will Do?**

You will be a Business Development & Partnership Associate (in London or Hamburg), with a focus on the German-speaking region to start with. Business development into
insurance companies isn’t easy. Large or small, they are usually slow and reluctant to change, but they’re waking up to the fact that they need to adapt to modern demands.

You will be engaging insurers and identifying people within them, who want to drive innovation and who can benefit from our platform solution. You will present our offering and help to chase tangible opportunities. The key is to balance the need for relationship building and consulting with structured and scalable outreach. You will also need to engage with consultancies, event organisers and accelerators so we can work together in targeting insurers.

There will be plenty of work following up with existing opportunities, but we really also want you to be curious and proactive and pursue potential, wherever you see it.

**Responsibilities include:**

- Searching for insurance companies and the right people within them
- Identifying projects and opportunities to position our solution
- Following up with existing opportunities and engaging relevant stakeholders internally and externally
- Engaging with potential partners and prepare application forms and pitch presentations
- Represent KASKO at events, to promote our solution and find customers

**Application closing date** 15.03.2020

For application or further details, please contact:

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<thead>
<tr>
<th>Name</th>
<th>Felicio Sandu (Business Development)</th>
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<tbody>
<tr>
<td>Company</td>
<td>KASKO Ltd</td>
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<tr>
<td>Address</td>
<td>78 York Street, London, United Kingdom, W1H 1DP</td>
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<tr>
<td>Email</td>
<td><a href="mailto:fsandu@kasko.io">fsandu@kasko.io</a></td>
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