

# Senior Manager Strategy & Expansion (m/f/div)



Berlin



Start date: Now



Competitive salary



Competitive equity

## Company Description

Finoa is a Berlin-based FinTech company founded in 2018 that provides custody and asset servicing solutions for digital assets tailored to institutional investors, HNWIs and corporates. It is one of the fastest-growing start-ups in the space, having emerged as the European leader in servicing hundreds of institutional and professional investors in the crypto space – with a global ambition. The business was founded by Henrik Gebbing and Christopher May, and they have built and continue to build a truly international and diverse team of extremely talented people (circa. 45 FTEs) in Europe's crypto capital. Finoa is backed by the most-renowned investors like Balderton Capital, Coparion, Venture Stars, and Signature Ventures.

## Job Description

We are looking for a Senior Manager Strategy & Expansion to support us in defining and shaping our strategic vision. You will closely work together with our C-Level as well as various departments across our organization (e.g., Product, Business & Market Intelligence, Sales/BD, Marketing) as well as external stakeholders (e.g., customers, partners, investors) to identify, assess, and plan out strategic growth opportunities for Finoa – focusing on geographic expansion and new product lines. As our Senior Manager Strategy & Expansion, you will play a crucial role in our further growth story and with Finoa being one of the driving forces, you will be at the forefront of the emergence of a new financial ecosystem.

## Role Description

- Define and shape the company's strategic vision identifying short-term as well as long-term trends and their impact on Finoa's business model and positioning.
- Identify, assess, and plan out strategic growth opportunities spanning across customer profiling, geographic expansion, product strategy, and M&A strategy.
- Closely collaborate with C-Level and the respective departments within the company to incorporate strategic actions into our roadmap.
- Prepare and participate in strategy discussions with the company's management team as well as our board and investors.
- Closely work with our data and finance team to define and track overall success of executed strategic actions.
- Build out the strategy function within Finoa together with C-Level and the existing strategy colleagues.

## Requirements

- You have 3+ years of experience at a top-tier consulting firm, investment bank, venture capital firm, or in a fast-paced (FinTech) scale-up environment.
- You have professional or personal experience or at least a very strong interest in crypto and financial markets.
- You thrive in an entrepreneurial team, are driven by intellectual curiosity, think outside-the-box, and identify opportunities when they arise.
- You can assess complex questions and derive strategic actions from them leveraging your strong analytical skills and your high attention to detail.
- You are comfortable with ambiguity but at the same time you can develop and propose new ideas and actions based on the best-available information.
- You have proven your ability and motivation to collaborate with multiple stakeholders.
- You possess strong verbal and written skills aligned with strong presentation skills.
- You are fluent in English, working knowledge in German or other languages are a plus.

## Why you should apply



**Diverse and inclusive team:** We are from 15+ different countries with diversity of both thought and background on a mission to disrupt the digital asset industry. We support each other and take pride in our achievements. We attract talents from companies like McKinsey, Credit Suisse, JP Morgan, Google, ING, Bertelsmann, and N26.



**Ownership & learning-curve:** Opportunity to make an active contribution to the growth story of one of the leading disruptors in the FinTech industry.



**Communication:** We treat our staff like owners by being open, transparent, and providing regular communication about our direction and progress. We provide regular insights into decision making, strategy, and company-wide OKR progress so that each of our employees is aligned and empowered. We are also always aiming to improve how we can more effectively communicate.



**Office:** We offer both the flexibility to work remotely or to work in style and comfort from our modern office at Checkpoint Charlie, the heart of Berlin.

## How to get in touch

If you believe this opening paints an adequate picture of your profile, please visit this site and apply: [Senior Manager Strategy & Expansion \(m/f/div\) - Finoa GmbH \(recruitee.com\)](https://www.finoa.com/careers/senior-manager-strategy-expansion-m-f-div)

*Finoa is an equal opportunity employer devoted to diversity and inclusion in the workplace. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status or disability status.*