



<https://fintechnews.ch/job/head-global-business-development-at-f10-incubator-accelerator/>

## Head Global Business Development

### Description

This position is a newly created senior leadership role at F10 Global. As **Head of Global Business Development**, you will report directly into F10's Chief Operating Officer and be responsible for a number of key growth initiatives stretching across the globe:

- **Corporate Partnership Sales** – F10 offers a wide range of innovation services to corporate partners. The Head of Global Business Development will work in partnership with the internal F10 teams to establish partnership priorities and then spearhead those relationships using our playbook. These partnerships could be fee or revenue-generating or a combination of value exchanges based on F10's cross-functional priorities for that partner, etc. As a result, this person needs to be a creative dealmaker with a reputation for putting together “never been done before” transactions with high-profile partners using multiple tools at their disposal.
- **Strategic Business Expansion** – F10's ambition is to become the global leader in incubating and accelerating early-stage startups in the finance and insurance industry. To this end, F10 is looking for opportunities to enter interesting markets and establish strategic partnerships with local organizations. The Head of Global Business Development actively looks for opportunities and develops them until a contract is signed. She/he develops the basis for attractive business cases and prepares for successful implementation.
- **Venture Capital Fundraising** – F10's investment vehicles serve the most innovative and high-growth startups in the financial and insurance industries. Our goal is to be the most attractive catalyst for investors with an ambitious return on investment requirement. The Head Global Business Development identifies investors with the financial capabilities and the right strategy to fund our venture capital funds. In doing so, he acts as a trusted sparring partner and closes fundraising deals.

In addition to the above, the Head Global Business Development will have a demonstrated track record of collaboration in previous roles with the ability to build, inspire and support teams as well as establish cross-functional relationships with our hubs.

We are looking for a combination of business affairs and dealmaker who is comfortable making data-driven business decisions and has established high-level relationships across the globe.

Our Ideal candidate has 10+ years of experience in business development in the finance/insurance and/or technology space having worked in business affairs, strategic planning, partnership development, acquisition, or strategic partnerships.

This candidate is a natural collaborator with the ability to recruit and inspire those on their teams as well as inspire other internal teams to work towards a common goal.

Experience in finance, planning, marketing, and/or product development is a plus.

### Hiring organization

F10 Incubator & Accelerator

**F10** is a global innovation ecosystem with offices in Zurich, Singapore, Madrid, Barcelona. We believe the fastest route to innovation lies in early collaboration between startups, incumbents and investors. Each stakeholder benefits from shared skills, experience and insight.

Our founding sponsor is SIX, a global financial infrastructure provider and operator of the Swiss and Spanish stock exchanges. Today it is joined by a global cohort of influential banks, consultancies, insurers, venture capital investors and tech firms.

### Employment Type

Full-time

### Industry

Financial Services

### Job Location

Zurich, Switzerland

### Date posted

January 9, 2022

Apply

Extraordinary organizational skills with the ability to work with senior leadership and meet deadlines in a fast-paced, startup environment.

Drive the focus, priorities, rationale, and internal communications for all global business development efforts.

Conceive and implement creative new partnership ideas – backed by a wealth of experience and insights that F10's people have.

Exemplary interpersonal, analytical, and communications skills

BA in finance, marketing, tech, and business required, MS/MA/MBA considered a plus.