

Stefan Weiß

MBA

Experienced Entrepreneurial Leader for
Digital Transformation in Payment, Banking and beyond



About me

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Committed product and people manager combining best practise with 'out-side the box' thinking style to quickly move concepts from vision to launch – taking into account customer focus and markets, financials and resources, risks and opportunities.

Intuitive communicator, with a talent for engaging and building relationships with clients and business partners, creating enjoyable cultures, and leading and energizing teams to deliver extra-ordinary results. Enjoys a large worldwide network of high-profile executives in a variety of industries, both from incumbent companies and challengers.

Experience

Since Oct. 2018 jambit GmbH, Munich

Software Development Services: Head of Business Division Banking and Insurance

One of five division heads of a privately owned software service company with 350+ employees. Responsible for division revenue, profitability, customer and staff loyalty. Directly reporting to the company owners.

- Leadership for and development of several teams of agile software developers, solutions architects and business analysts with a wide range of skills and experience levels
- Financial planning and direct reporting to company owners, responsible for revenue, profitability, customer and staff loyalty
- Complex staff roster planning in coordination with other divisions and HR
- Sales management and customer stakeholder management up to C-Level
- Strategic planning for the division's industry focus and future growth
- Partner management for lead generation and solution design
- Contribution to marketing and sales activities, including social media, conference talks and meetups on topics like banking regulation, payment and e-commerce

2014 - 2018 Fidor Solutions (BPCE), Munich

Digital Banking: Head of APIs and Open Banking Platforms

Principal Product Manager for Fidor's Open Banking Platform

- Product management for API gateway and sandbox, various payment rails, Fidor's multi-partner banking platforms and finance marketplace; working with agile software development teams to turn product vision to reality, supporting sales and marketing teams with relevant product knowledge and market insights
- Legal preparation, business development and partner management for API customers and partners, including PSPs, crypto exchanges and e-commerce
- Defining new product lines by working closely with clients and prospects, reviewing product specifications and requirements and appraising new ideas and product/package changes
- Defining and driving strategic PSD2 service agenda, partner vendor selection (incl. multi-factor authentication and anti-fraud solutions, Member of Open Banking UK and PSD2 standardization bodies
- Introduction of product management processes and tools
- Host of many national and international partner events and hackathons, workshop trainer, public speaker and tech-evangelist

2013 - 2014 Fidor Pays GmbH, Munich

Payment Services Strategy Consulting, Project Management

Provided strategic and operational support as freelance consultant

- Introduced new products and services for e-wallets, mobile payments, mobile point of sales and e-commerce (incl. Trust Label based on KYC and TX history)
- Set up requirements management and resource planning for a multi-million-Euro multi-rails payment platform for a DAX 30 company, integrating payment schemes, voucher systems, with multi-merchant accounting, billing and reconciliation

2011 – 2013 MMC 2.0 GmbH, Munich

Applications, Games: Co-founder, Producer, Project Manager

Running an independently owned agency for web, mobile and game development.

- Agile project manager for a team of employed and freelance developers working towards the delivery of several international web, app, social media and online marketing projects.
- Producing and co-creating fascinating 2D and 3D social games for Facebook and mobile devices, including monetization via virtual assets shops

2008 – 2010 itechWorks, Munich

Web Content Management: Head of Marketing and Sales

Sales and marketing for a software company, providing content management (CMS) technology for high traffic online news portals.

- Ran several marketing and sales initiatives that created better visibility and won new customers. Defined new product lines to extend product to new market segments. Initiated strategic partnerships to cut costs

In parallel: 2000 - 2014 FUTURELAB GmbH, Munich

Founder, Consultant, Project Manager, Interim Manager

Consultancy and international expert network with focus on innovation, technology and marketing. Notable projects and spin-offs:

TeleLinden Cash Service (7 years): Financial service, online currency exchange and automated pay-by-phone service for the virtual world of Second Life and similar MMORPG platforms. Turned into a Payment Service Providing (PSP) platform for gaming platforms supporting a wide variety of payment schemes.

in-world-professionals (3 years): Agency to provide 3D content creation and marketing services to virtual reality (VR) business customers. Speaker at conferences, seminars and lecturer in “virtual design” at a college.

www.pizza.de, www.music.de (4 years): Defined and built several Internet portals, in particular pizza.de, Germany’s largest directory of Italian food deliverers and restaurants, with user generated content, SMS and WAP interface (hot shit back then). Also running an online advertising and sales affiliate network.

Sport1.de datacenter migration and interim management (2,5 years): Contributed to two data center migrations (including cut-overs) as senior network architect. And stayed as interim Head of IT for another 1,5 years.

1993 - 2000 TouchNET GmbH, Munich

Co-founder, General Manager

TouchNET was one of Germany's first commercial Internet Service Provider (ISP), hosting provider and full-service web agency. I was founder, general manager, network architect, sysadmin, trainer and marketing manager. TouchNET was acquired in 1998.

Soft Skills

- Entrepreneurship, general management (25+ years)
- Tech consulting and project management (20+ years)
- Product management as employee (10+ years)
- Marketing and sales management (25+ years)
- Budget & P&L ownership as employee (10+ years)
- Partnership management and governance (4.5 years)
- Excellent writing and speaking skills

Domains

- Payment, Digital Banking, Open Banking APIs (adds up to 14+ years)
- Web design + Online Marketing + eCommerce (20+ years)
- Knowledge Management, Collaboration Platforms, ICR (10+ years)
- Game development, 3D Animation, VR (7 years)

Office Automation

Microsoft Office (Word, Excel, PowerPoint, Outlook, Sharepoint, Teams, OneNote), PowerBI; Product management and roadmapping tools (AHA, product board); Microsoft Project, cloud storage, Atlassian (Confluence, Jira, Hipchat, Trello), Pivotal Tracker; MindMaster; Collaboration platforms like BaseCamp

Languages

- German: mother tongue
- English: fluent
- French, Italian: beginner level

Education

- 2002 - 2006** MBA, Executive Management - The Open University Business School, UK
1990 - 1994 Computer Science and Architecture - Technical University, Munich
1990 Abitur – Erasmus Grasser Gymnasium, Munich

Certifications and trainings (selection)

- 2019** Vertriebsschulung „Must-Win Deals“
2019 FK Schulung – Katja Loose
2019 Vertriebsschulung „Denken wie ein Einkäufer“ – Adconia
2018 S3 Agile Management – James Priest
2018 FK Schulung – Katja Loose
2016 Pragmatic Marketing (Product Management Framework), Level 1-3
2011 Certified Scrum Master
2008 Certified ICR consultant

Interests

- Entrepreneurship, Agile Management
- Lean Start-up methods for developing businesses and products
- Financial markets, payment, crypto currencies, blockchain
- Machine learning, virtual/augmented reality
- Sailing, traveling, art, running, veganism and cultured meat