|  |  |  |
| --- | --- | --- |
|  | Stefan Weiß  Gröbenzell, Germany  stw@futurelab.de • +491638942872 linkedin.com/in/stefanweiss  Personal Details:  date of birth • place of birth • nationality  Male • Married with kids |  |

Division Head

Innovative, analytical and awards-winning executive with In depth knowledge of end-to-end digital management practices including an excellent understanding of all digital channels and a proven track record in the ability to use these to maximum effectiveness through workshops, trainings, and talks. Proven ability to take the lead in developing and implementing significant business deals, reducing costs and generating revenue adding value to the company.

Support the technology and product development teams and develop robust and commercially advantageous partnerships. Ability to compare the alternative complex commercial structures and to select appropriate solutions to deliver successful results.

Core Competencies

|  |  |
| --- | --- |
| * Digital Banking / Open Banking APIs * Digital Transformation * Web Design/Online Marketing/eCommerce * Agile Software Development | * Technical Innovation * Game Development/3D Animation/VR * Collaboration Platforms * Leadership & Training |

Career Experience

jambit GmbH, Munich

**Head of Business Division Banking and Insurance**, 2018 – Present

Oversee entire management of business division (with 350+ employees) along with four other division heads. Take part in enhancing division revenue, profitability, customer and staff loyalty. Report directly to top management. Interface with various teams of agile software developers, solutions architects, and business analysts’ team to ensure the feasibility of deals. Assign duty and keep track of the same with complex staff roster planning, in coordination with HR and other divisions. Formulate and implement medium to long-term strategic plan for division’s industry focus and future growth. Leverage partner relationships to draft solution design and maximize lead generation. Develop strong lasting relationships with C level partners.

Key Contributions:

* Increased revenue by 18%, maintaining above average profitability through social media marketing campaigns, conference talks and meetups on topics, such as banking regulation, payments, and e-commerce.
* Recognised and awarded for maintaining optimum employee satisfaction rate despite challenging industry setting.
* Employed industry best practices for a successful strategic restart of company’s consulting business.

Fidor Solutions (BPCE), Munich

**Digital Banking: Head of APIs and Open Banking Platforms**, 2005 – 2018

Chaired product management for the following: API gateway and sandbox, multiple payment rails, Fidor’s multi-partner banking platforms, and finance marketplace. Turned product vision to actual products, working in collaboration with agile software development teams. Delivered extensive training to sales and marketing teams, effectively arming them with relevant product knowledge and market insights. Liaised with clients and prospects and leveraged industry research and competitive information to define new product lines and identify and prioritize new product feature requirements and evaluate new ideas and product/package changes. Introduced and established product management processes and tools. Strived hard to define and implement PSD2 service agenda; led partner and vendor selection for multi-factor authentication and anti-fraud solutions. Additional duties included: Legal document preparation, business development, and partner management for API customers and partners, including PSPs, crypto exchanges, and e-commerce.

Key Contributions:

* Contributed to the successful launch of Fidor’s first Android app, Europe’s first public banking APIs, FinTech developer community, and Fidor’s FinTech marketplace.
* Orchestrated client and employee onboarding for the initial 250 API customers and partners, resulting in revenue generation.
* Participated in, organized, and hosted multiple national and international partner events, hackathons, and conferences.
* Launched a Digital Banking Training Platform in five schools from Singapore; gradually increased the numbers.

Fidor Pays GmbH, Munich

**Payment Services Strategy Consulting, Project Management,** 2013 – 2014

Delivered expert strategic consultation and operational support for overall management of multiple projects. Introduced new products and services for e-wallets, mobile payments, mobile point of sales, and e-commerce including Trust Label based on KYC and TX history.

Key Contribution:

* Co-designed and set up requirements for a multi-Million-Euro, multi-rails payment, voucher systems, billing and reconciliation platform for DAX30 company.

MMC 2.0 GmbH, Munich

**Applications, Games: Co-founder, Producer, Project Manager,** 2011 – 2013

Co-headed an independently owned agency for web, mobile and game development. Employed Agile project management leading teams for delivering international web, app, social media, and online marketing projects through complete lifecycles including requirements, design, development, and launch.

Key Contributions:

* Relaunched large governmental websites, how / for what purpose? / what did that achieve?
* Developed, monetized, and launched social 2D and 3D games for Facebook and mobile devices.
* Designed interactive and impactful online marketing campaigns for multiple companies.

itechWorks, Munich

**Head of Marketing and Sales**, 2008 – 2010

Provided a robust content management system (CMS) for high traffic online news portals. Defined new product lines to extend product to new market segments; acquiring major SME clients and projects

Key Contributions:

* Improved public visibility, through sales and marketing initiatives, winning public awards such as xxx and xxx.
* Reduced costs by creating strategic partnerships with whom did you create partnerships with?

FUTURELAB GmbH, Munich

**Founder, Consultant, Project Manager, Interim Manager,** 2000 – 2014

Provided consultancy and created an international expert network with primary focus on innovation, technology, and marketing. Projects initiated and led to successful completion include:

* *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. Reformed into a Payment Service Providing (PSP) platform for gaming platforms, supporting a wide variety of payment schemes.
* *in-world-professionals* (3 years)
  + Provided 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.
  + Managed running an online advertising and sales affiliate network.
* *Sport1.de* 
  + Data centre migration and interim management (2.5 years): Contributed to two data center migrations (including cut-overs) as senior network architect.
  + Acting interim Head of IT for another 1.5 years.

*Additional Experience as* ***Co-founder****, and* ***General Manager*** *at* ***TouchNET GmbH****.*

Education and Credentials

**MBA, Executive Management** **|**The Open University Business School – City, UK

**Degree in Computer Science and Architecture |** Technical University, – Munich, Germany

**Abitur – Erasmus Grasser Gymnasium |**School/University – Munich, Germany

Languages: **German**: *Native |* **English**:  *Fluent* | **French**, **Italian**: *Basic*

**Professional Training & Certifications:**

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

**Affiliations:**

Member of Open Banking UK and PSD2 standardization bodies

Technical Proficiency

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.