

MATEUS KRATZ

FREELANCE PRODUCT MANAGER



KAUTIONSRETTER



ROIHUNTER





MATEUS KRATZ

PRODUCT MANAGER

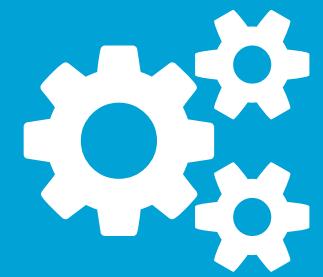


MASTER IN MANAGEMENT
ESCP EUROPE

BACHELOR IN ECONOMICS
BARCELONA UNIVERSITY
BAMBERG UNIVERSITY

- » **PRODUCT MANAGER** – (CONSULTANT)
FREELANCE
- » **BUSINESS DEVELOPMENT** – (OPERATIONS)
ROI HUNTER
- » **Co-FOUNDER** – (HEAD OF PRODUCT)
BÜRGERAMT-TERMINE
- » **Co-FOUNDER** – (HEAD OF PRODUCT)
KAUTIONSRETTER
- » **ANALYST** – (M&A ADVISORY)
KBR GROUP

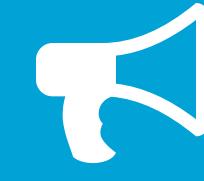
PROJECT PORTFOLIO



PRODUCT MANAGEMENT



START-UP CONSULTING



BUSINESS DEVELOPMENT



Hast du Fragen?
+49(0)30 24 301 - 1174

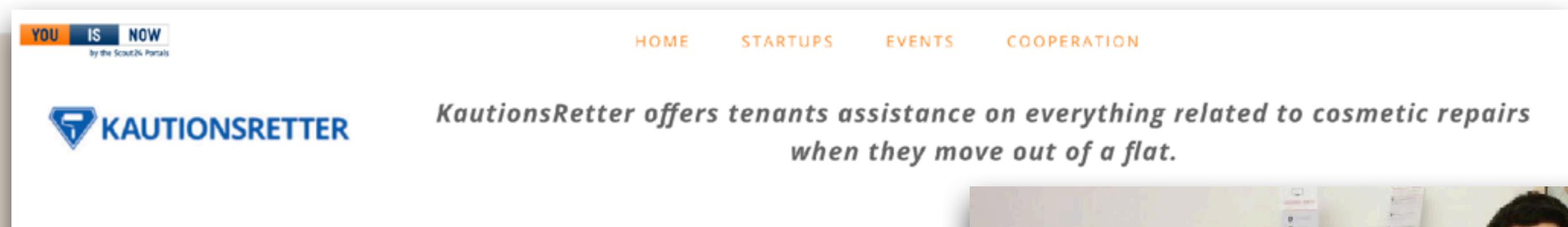


KAUTIONSRETTER

KautionsRetter was an online marketplace designed to support tenants during their relocation in recovering their rent deposits from landlords.

(discontinued beta-phase 12/2015)

Bekannt aus:



YOU IS NOW by the Scout24 Portals

HOME STARTUPS EVENTS COOPERATION

KautionsRetter offers tenants assistance on everything related to cosmetic repairs when they move out of a flat.



- » Founded in / Financed by the ImmobilienScout24 Accelerator (YoulsNow)
- » Winner of the ValleyInBerlin Award 2014
- » Responsible for strategy, product & bus. development





KAUTIONSRETTER → VISIT [Website](#)

PM



Hast Du Fragen?
+49 (0)30 24301 - 1174

Garantiert 100% Mietkaution zurück erhalten

Zahlt Dein Vermieter nicht, zahlen wir! Unsere geprüften Handwerker führen Deine Schönheitsreparaturen durch und wir garantieren Dir volle Rückzahlung Deiner Mietkaution!

[Schönheitsreparaturen beauftragen](#)

Musst Du überhaupt Schönheitsreparaturen durchführen?
[Jetzt Mietvertrag online prüfen >](#)

Bekannt aus:

IMMOBILIEN SCOUT24 GRÜNDERSZENE DER TAGESSPIEGEL YOU IS NOW

GRÜNDERSZENE

Jetzt suchen...

Magazin Datenbank Lexikon Jobbörse Seminare Events Ranking
Food | Mobility | Swiss Outpost | Salesforce | KPMG - Smart Start | Start Alliance Berlin | exist | Lexoffice | HISCOX | Power to idea | DHL

Gründerszene.de > Wirtschaft > Investment > Das sind die drei neuen Startups im You-Is-Now-Accelerator

Vorheriger Artikel Nächster Artikel

NEU: digitale-leute.de Startups / Investoren Jobbörse jobsuche (BETA)

Suche nach Artikeln, Jobs, Events

Linda Jazar von Kautionsretter
"Wir prüfen die Qualität unserer Handwerker genau"

Kautionsretter ist eine Online-Plattform, die sich um die Verwaltung von Käutionen kümmert und Handwerker vermittelt. Gründerin Linda Jazar spricht im Gründer-Kurzinterview über Schönheitsreparaturen, Heimwerker-Boxen und Technologieführerschaft in der Nische.

- » Led a team of two software developers to build a web-based app
- » Conducted customer research, gathered requirements and developed a long-term product road map
- » Worked with designers to build a suitable UX/UI and guided the development team on a daily basis
- » Liaised with stakeholders (employees, co-founders, investors) to include feedback into new product features
- » Developed scenarios to test MVP with real customers and analysed data looking for insights about customer behaviour

Bürgeramt-Termine offered an automated appointment booking system for citizens in Berlin, based on the city's IT infrastructure.

(pivotied in '16 w/o Mateus)



Anmeldung Berlin 2017: Wir melden Ihre Wohnung für Sie an

Sie haben keine Lust im Berliner Bürgeramt Schlange zu stehen? Kein Problem.

[zum Info-Video](#)[zum Ablauf](#)

The collage includes snippets from:

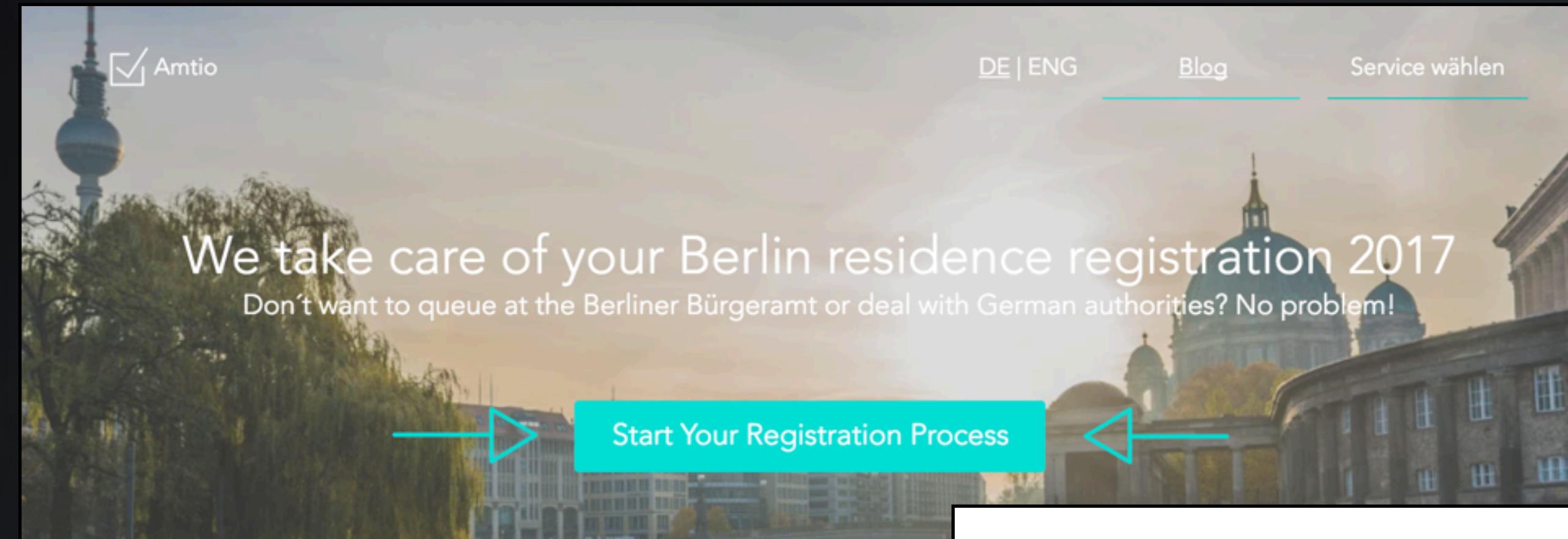
- stern**: "Berliner verkaufen Termine im Bürgeramt für 45 Euro"
- WELT**: "Berliner verkaufen Termine im Bürgeramt für 45 Euro"
- HUFFPOST**: "Berliner verkaufen Termine im Bürgeramt für 45 Euro"
- Süddeutsche Zeitung**: "Für kostenlose Termine zahlen"
- Spiegel**: "Bürgeramt-Termine"
- ZDF heutejournal**: "Bürgeramt-Termine"

» The mission was to push the Berlin senate to improve the quality of online services provided to the public

» After 6 months the Berlin senate reacted by introducing a *12 point plan to improve the "Bürgerämter"*

» Responsible for strategy, product development & PR





- » Developed a web-based app, using >300 VPN connections (changing after every query) to crawl city websites for appointments
- » Broke even in the first week, processing around 200 (paid €45/user) bookings
- » Led all aspects of product work in the team

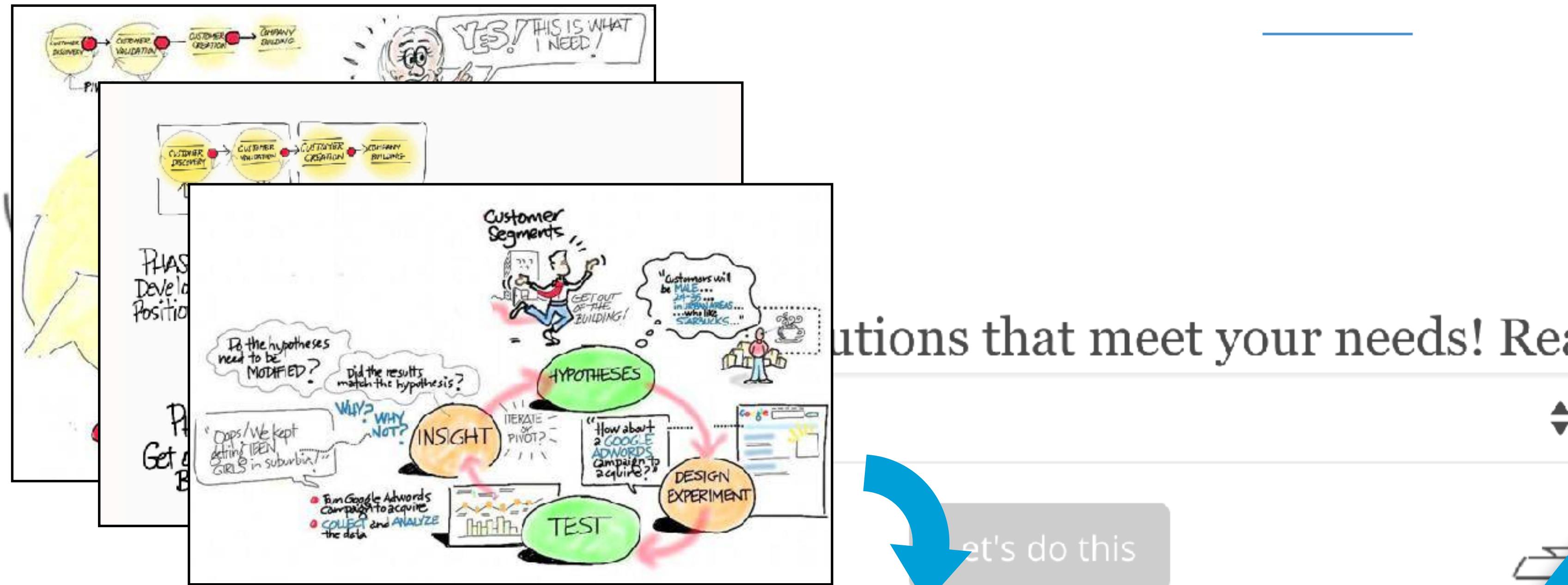
The diagram illustrates a five-step process for Berlin residence registration:

- 1.** Fill in your details in the translated form. Includes icons for a speedometer (quick and reliable) and a lock (safe and without credit card details).
- 2.** Download and send us your filled in landlord confirmation (Wohnungsgeberbestätigung). Includes a "Send Documents" button.
- 3.** We will review your documents on completeness and plausibility and notify you as soon as possible.
- 4.** Once we have reviewed your documents we will schedule a document hand over with you at your convenience.
- 5.** We will handle the entire appointment booking process at the Bürgeramt including attending to the appointment to process and finalize your registration.

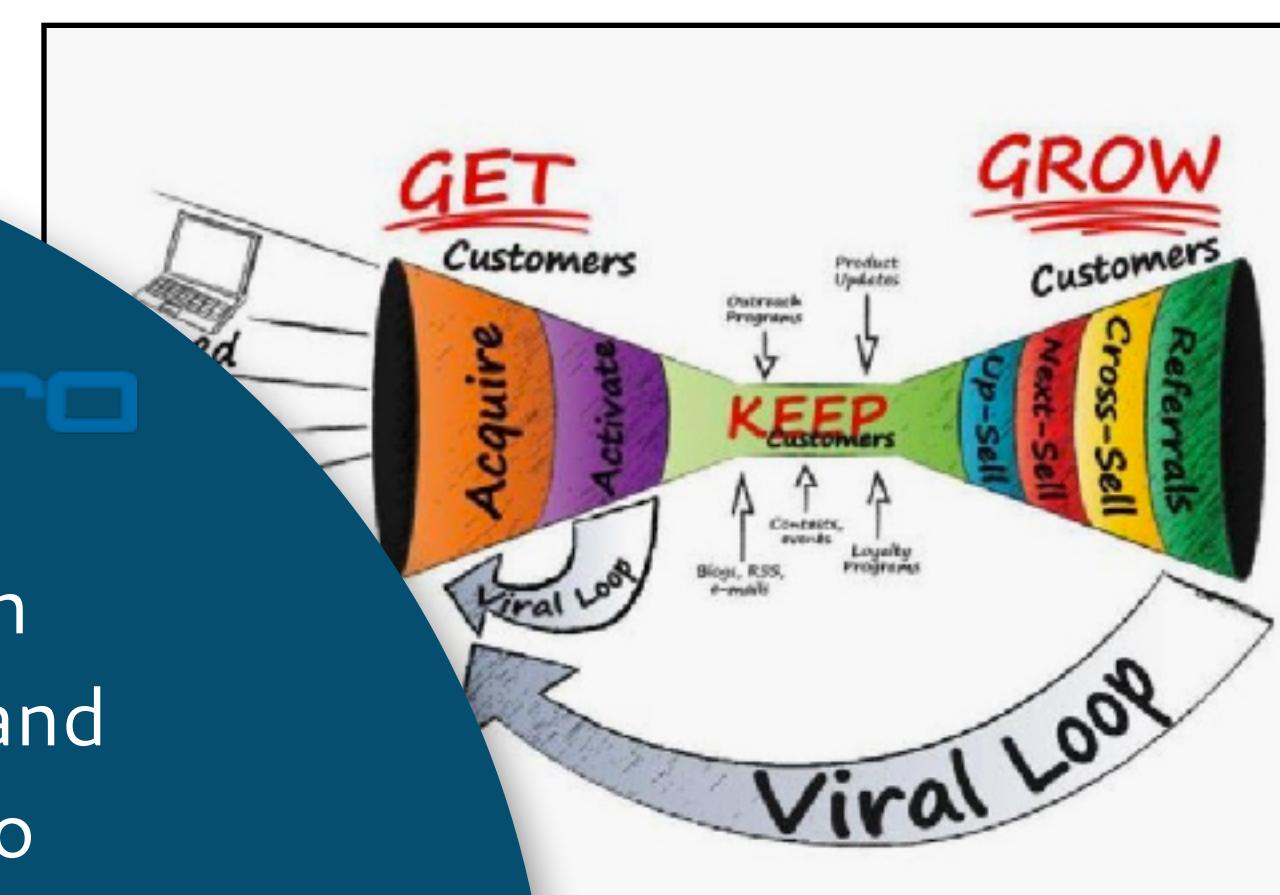
Our registration service is an all inclusive service which includes:

<input checked="" type="checkbox"/> Searching and reservation of an appointment at the "Bürgeramt"	<input checked="" type="checkbox"/> Attend the appointment on your behalf	<input checked="" type="checkbox"/> Providing all needed documents/forms
<input checked="" type="checkbox"/> Document hand over at your convenience	<input checked="" type="checkbox"/> Support when filling out the forms	<input checked="" type="checkbox"/> Review of documents on completeness and plausibility

Convenience: Document hand over at your convenience. After the registration has been completed, we will handle the entire appointment booking process at the Bürgeramt including attending to the appointment to process and finalize your registration.



Solutions that meet your needs! Ready to go?



BSynchro is a SaaS provider in the b2b market, selling CRM and claim management software to large insurers in the Middle East and Africa.

- » Consulted the management on its diversification strategy, introducing a new product in the b2c market
- » Developed a product roadmap
- » Introduced lean / agile project management principles (customer development)





ANDY

CAR PERSONAL ACCIDENT HEALTH TRAVEL LIFE

Compare Car Insurance Rates

I want to insure my car with the best offer in town

Select Brand

WHY RESEARCH INSURANCE COMPANIES?

Lore ipsum dolor sit amet, sectetuer adipiscing elit. Aenean commodo dolorea eget dolor. Aenean massa. Cum sociis natoque penatibus et magnis dis partur. Aen massa. Cum sociis natoque penatibus et magnis dis partur.

Shopping Around Insurance Saves!

ANDY

CAR PERSONAL ACCIDENT HEALTH TRAVEL LIFE

Compare Car Insurance Rates

Select Year of Manufacture

Select Market Value

Nissan

Select Model

Select Usage

ANDY

CAR PERSONAL ACCIDENT HEALTH TRAVEL LIFE

FILTER Sort By Price

Nissan | x-Trial - 2017 EDIT

Al Mashrek Offer Name 6.7 342 orders 300\$ BUY NOW

Al Mashrek 6.7 342 orders 300\$ BUY NOW

ANDY

CAR PERSONAL ACCIDENT HEALTH TRAVEL LIFE

FILTER Rating

Number of Orders

Pricing

Vehicle Repair Condition

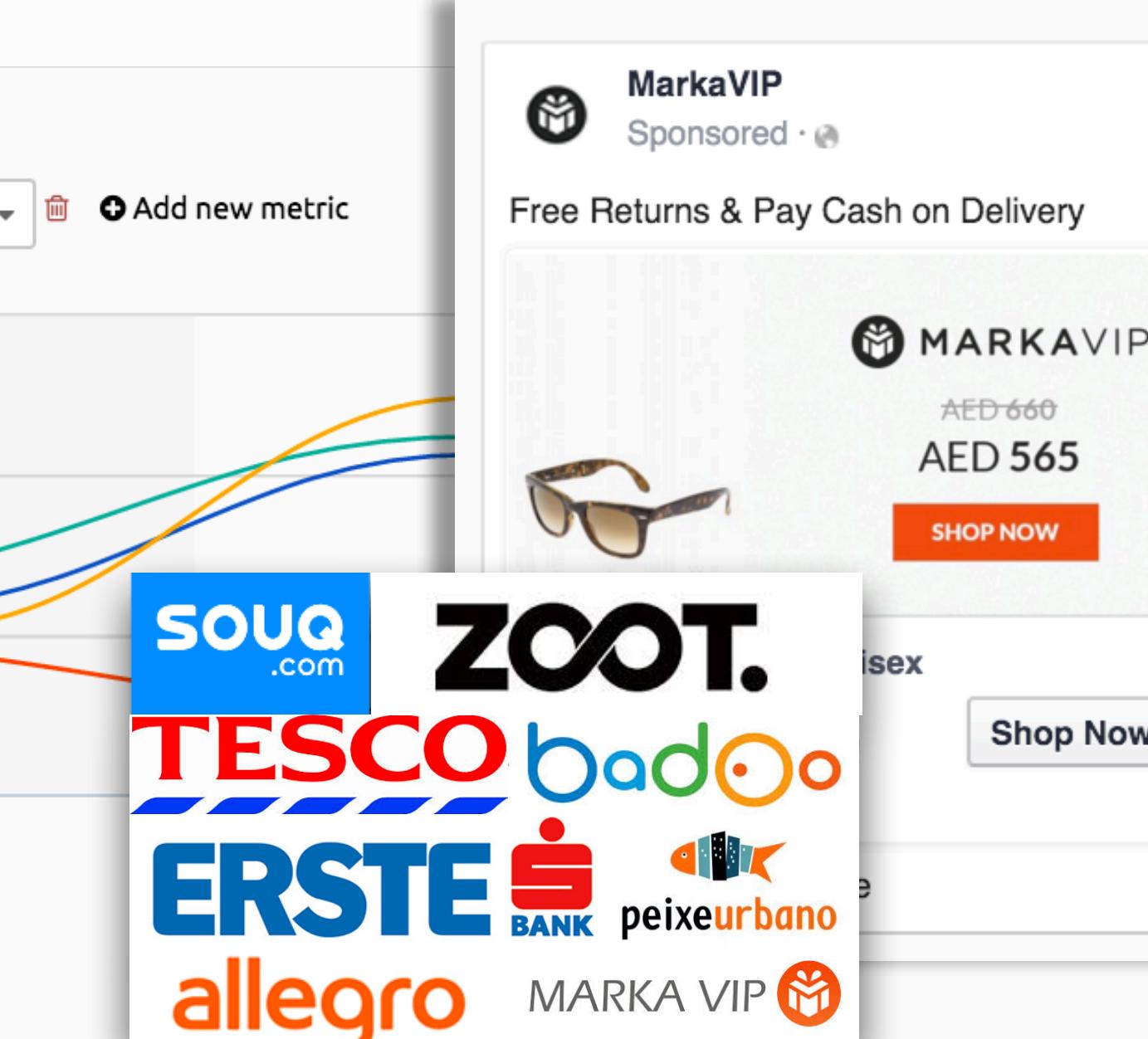
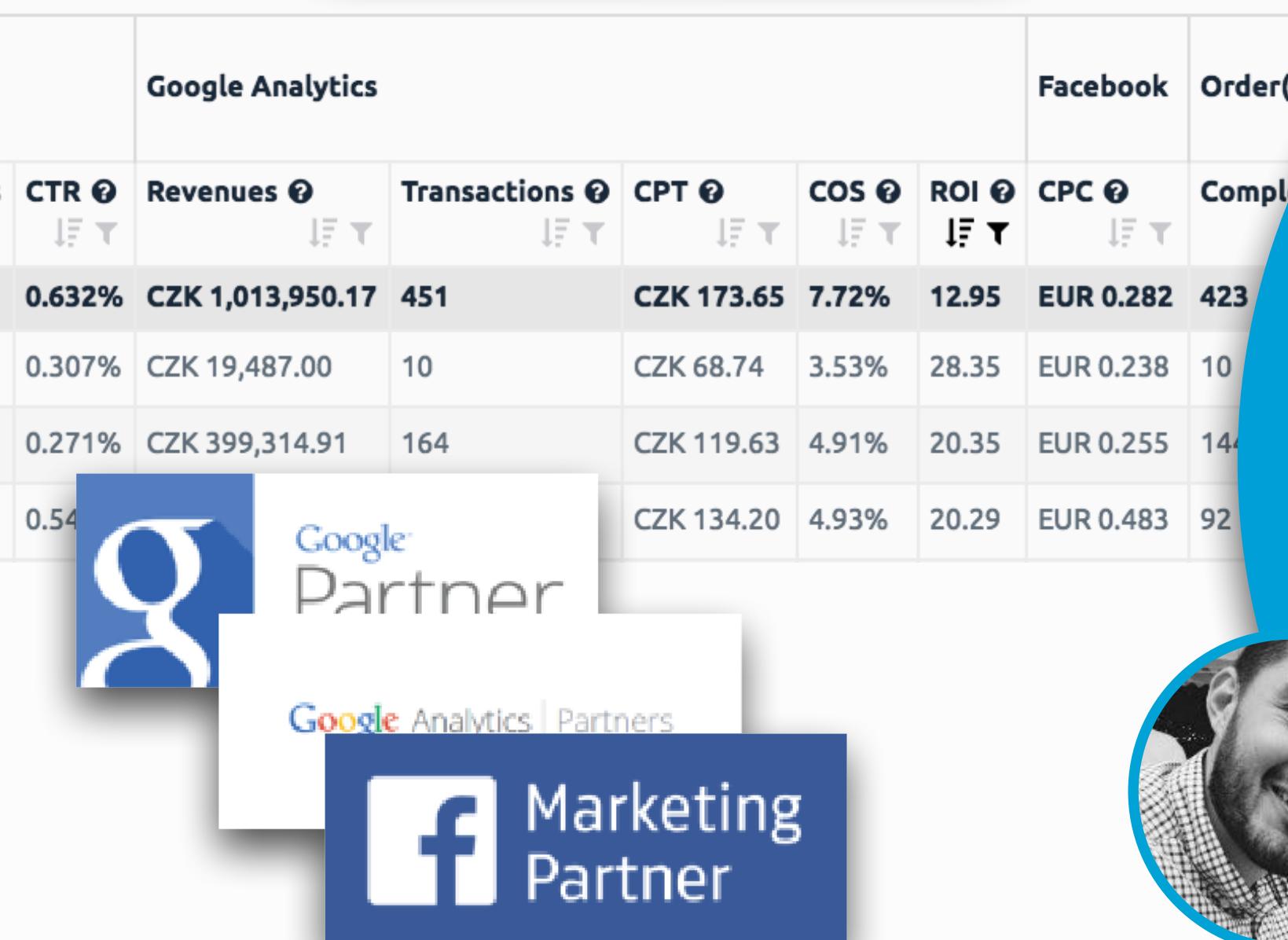
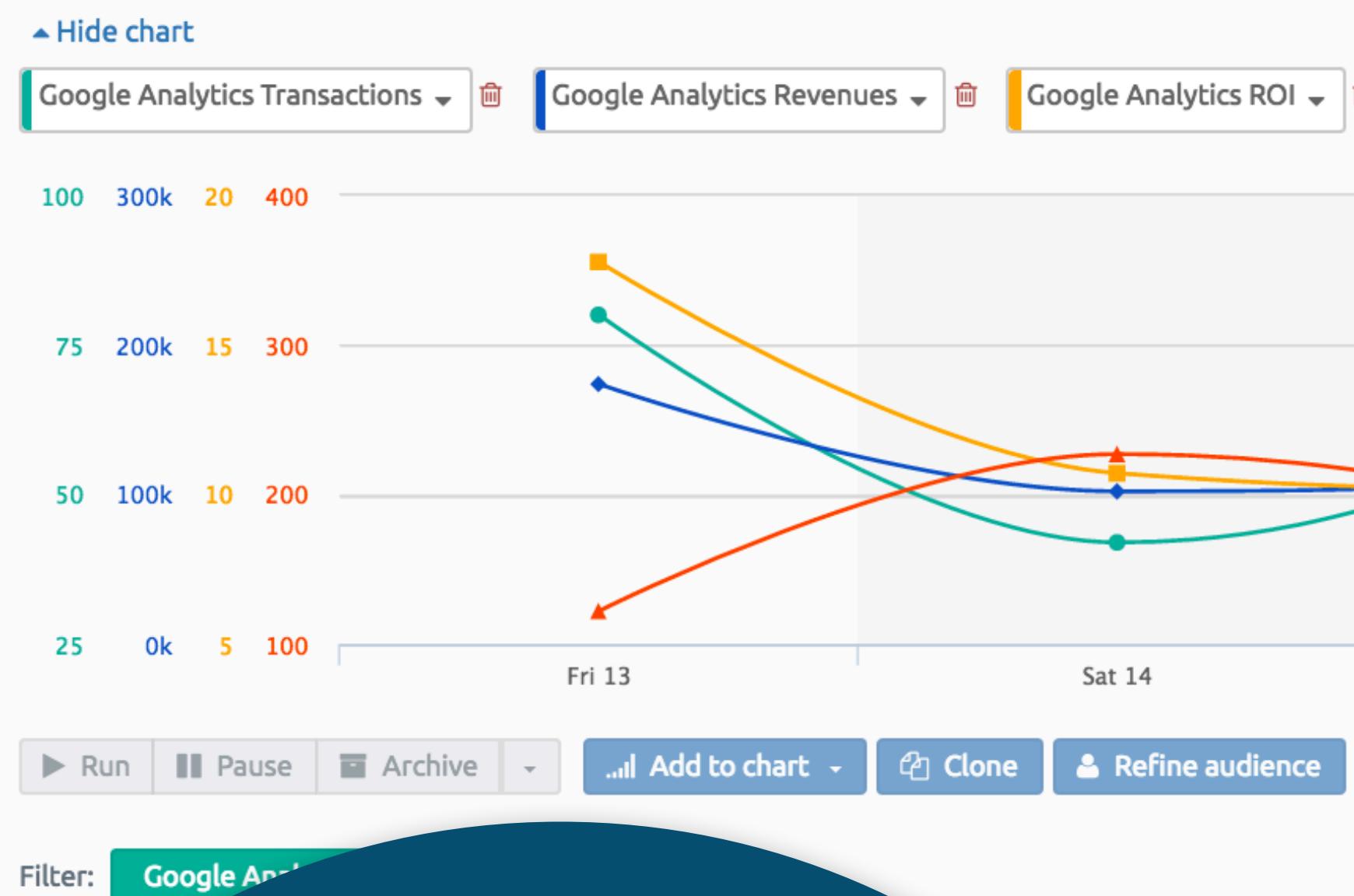
Road Side Assistance

- » Insurance aggregator platform for the b2c market in MENA
- » Optimized for desktop & mobile devices
- » Proof of concept to be deployed in Q1 2018 in Lebanon with up to 30 insurers connected via API, offering insurance products in motor, health & travel sectors

ROIHUNTER → VISIT [Website](#)

ROIHUNTER

ROI Hunter is a SaaS provider and official Facebook Marketing Partner, offering advertisement technology for e-commerce businesses.



- » Led a team of 5 people to develop the market in Germany and Latin America
 - » Helped to grow the company from €0.5m to €1.5m in ARR
 - » Responsible for the development of new functions (operations, finance & legal)

CONTACT DETAILS

Mateus Kratz

mobile (DE): +49 170 30 36 194

mobile (LE): + 961 78 867 404

mateuskratz@gmail.com

