

Changing the game in infrastructure financing

## Job Description

### Global Head of Partner Management / Country Ambassador Network (as Late Co-Founder)

Are you driven by entrepreneurial spirit, excited about the idea to participate in a game-changing business model in infrastructure financing and eager to make a positive impact in the world? Then join us!

#### About us

We are a global digital infrastructure sourcing platform for institutional investors. As a service provider to the financial and infrastructure industries we are matching initiators of large-scale infrastructure projects with institutional investors worldwide, focusing on projects which are not publicly tendered.

Our approach is unique in the market. We combine an artificial intelligence driven database with personal contacts on site all over the world and offer three closely connected services: deal sourcing, the development of portfolio ideas and finding syndication partners. By doing so, we are opening-up a new business model, which perfectly complements the infrastructure investment value chain.

Currently, our database includes 550+ projects with a total value of USD 260 billion. Single projects usually start at a volume of USD 100 million, many of them meet the criteria of a sustainable investment.

We are currently expanding our global network of Country Ambassadors, who are sourcing local infrastructure projects, and are looking for a **Global Head of Country Ambassador Network** (m/f/d) as late co-founder and shareholder in our company.

#### What you'll be responsible for

- Build, develop and manage our global network of Country Ambassadors
- Identify country opportunities and pioneer our business into new markets across the world
- Set up KPIs and evaluate the Country Ambassadors' global project sourcing activities against these KPIs
- If required, direct communication and negotiation with local infrastructure project initiators globally

#### About you

- Proven experience in (international and KPI-based) partner management, sales coordination or human resources
- Driven by entrepreneurial spirit: As member of our core team and late co-founder the Global Head of Country Ambassador Network is – like all members of our core team – **required to acquire a stake in our company**
- Experienced in business development and eager to launch a new business
- Team player and hands-on “can-doer” with sense of responsibility and strong interpersonal skills
- Infrastructure or financial industry background would be a big asset

#### Our offer

- A dynamic start-up atmosphere with plenty of room for own ideas to develop a business which has the strong potential to become a market leader in a highly attractive segment
- A team spread across all continents with highly diverse backgrounds
- Short communication and decision-making channels, cooperative and committed colleagues
- A highly competitive, success-based compensation incl. Employee Stock Ownership Plan (ESOP)
- Full flexibility in choosing your work location (remote)

Excited about the offer?

We look forward to receiving your application to Ms. Tsion Keno, [keno@deutsche-infrastructure.net](mailto:keno@deutsche-infrastructure.net).