

Changing the game in infrastructure financing

## Job Description

### Global Head of Sales & Business Development (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 540+ projects with a total value of USD 230 billion. Single projects usually start at a volume of USD 100 million, many of them meet the criteria of a sustainable investment.

We are looking for a **Global Head of Sales & Business Development** (m/f/d) as late co-founder and shareholder.

#### What you'll be responsible for

- Develop and implement a pro-active sales strategy and pioneer our wholesale distribution partners and institutional investors sales approach
- Represent our services to your existing network and continually extend this network
- Identify key sales opportunities based on your market and investor knowledge
- Set up sales KPIs and evaluate your activities against these KPIs
- Build, develop and manage a team of regional sales managers
- Closely align with our senior management team regarding sales strategy, KPIs and results

#### About you

- Proven experience in sales and business development combined with an understanding of investors interested in real assets and private markets
- Eager to launch a new business
- Established relationships within wholesale distribution partners and / or institutional investors, e. g. banks, asset managers, family offices, insurers and pension funds, would be a big asset
- Experienced in KPI-driven sales and able to show results quickly
- Driven by entrepreneurial spirit: As a member of our core team and late co-founder the Global Head of Sales is – like all members of our core team – required to acquire a stake in our company
- Team player and hands-on “can-doer” with sense of responsibility and strong interpersonal skills

#### Our offer

- A dynamic startup 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

Excited about the offer?

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