

Job Profile - Capability Development Manager

We are seeking a Capability Development Manager for an open position at Cobase.

In this role you will play an essential partner to establish partnerships with Financial Institutions and non-FI's. The objective is to implement services required by our clients, medium and large size corporates and institutions. You will interact directly with all levels of (potential) partners (often banks) including decision makers. In most instances there will also be clients involved who require these services. Your focus will be to explain the Cobase offering and benefits for all parties involved, be sensitive for concerns and find solution and gain commitment for implementation. The actual technical implementation will be handled by experienced specialists in the team but you will remain involved throughout the whole lifecycle of a partnership.

This position reports to the COO and is based in Amsterdam.

This position offers a great opportunity to join a FinTech company at an early stage, to be one of the first employees to bring the platform to the market and to be part of the success.

Company Description

Cobase is a trade name of Financial Transaction Services BV, a venture of ING Bank NV. The company operates independently under its own brand and under its own management, at arm's length from ING.

Cobase offers a multi-bank platform to medium and large size corporates and institutions. It provides a single point of access to all bank accounts and other financial products and services from many banks and financial service providers. We harmonise and make multi-banking easier and more efficient for corporates and institutions.

"Our mission is to make working with multiple banks easier and more efficient. This process is never finished, every day we try it to make it easier and simpler."

Characteristics of the Cobase culture and way of working are:

- We are an entrepreneurial and agile company
- We have an open culture, we share our results and success, and your input is truly valued
- We work hard and have fun at work
- Good work-life balance, we know you have a life outside work

Description of the Department

- The capabilities Cobase provides by itself are meaningless if they are not supported by connectivity to third parties who we have categorised in 3 areas:
 - Banks
 - Established service providers
 - Other FinTechs
- The priorities for establishing capabilities to these areas is driven by commercial needs of our (existing and intended) customers as well as strategic ambitions and agreed in the MT

- The COO domain is responsible for realising these connectivities (next to quality and risk management), ensuring they are fit-for-purpose and clearly communicated in the company. In this domain we have set up a separate department for Capability Management (3FTE) to focus on establishing connections to the right capability providers

The role

- You will be responsible for engaging with new partners (banks and other) to help us build commitment and properly understand the priorities and concerns of the partner and build the plan. It is key that you can create enthusiasm and do not get discouraged easily. This includes:
 - Establishing the initial contact with a bank/partner. Often this will be supported by a client requiring the capability
 - Explaining the proposition and way of working. In this phase you also need to understand how Cobase fits with priorities and deal with any concerns
 - Agree on the contracts
 - Develop the plan and approach together with the partner
 - Manage the engagement and support the more technical oriented colleagues during the actual implementation.
 - Manage any relationships concerns after go-live
- You get freedom to find out optimal solutions to work with our providers
- You will manage multiple projects at the same time (establishing connections usually requires a complex set of actions that must be managed in conjunction)
- We are a small company in our start-up phase so everybody needs to help in projects outside of their standard role

What do we offer

- An inspiring and challenging work environment in an internationally focused business
- Opportunity to help set up a new company with international impact
- Full time position (40-hour working week)
- Attractive employee benefits package. Competitive salary, dependent on your experience.
- Position based in Amsterdam

Competences

- Team player, emphatic and attuned to concerns of other as well as cultural differences
- Excellent communication skills and strong influencing skills
- Action-oriented and delivery focused
- You must have managed new relationships and projects with partners
- You are aware of current challenges in corporate payments
- (Basic) knowledge of payment and reporting formats
- (Basic) knowledge of connectivity protocols and solutions
- Experience with technical and business implementations in a Payments domain (FinTech or Banking environment)

- Fluent in English as well as in at least one other European language
- You function well in environments where you need to be a pathfinder
- You have experience building relationships with third parties
- You need to have 2-10 years working experience
- Bachelor or Masters degree

Contact

If you are interested or have any questions please contact Jack Gielen on jack.gielen@cobase.com or 020-2440220.