



# Scalepoint is looking for a Senior Commercial Manager

## Aiming at new heights

At Scalepoint, we aim for the stars. Our ambition is clear: we want to conquer the world.

We successfully help insurers help their customers by digitizing claim processes. Using one or more of our solutions EasyClaims or ClaimShop, insurance companies realise benefits including process efficiencies, automation and optimised end-customer experience. We support 26 insurance companies in five countries across Europe who uses one or more of our solutions.

## What kind of geek are you?

At Scalepoint, you will meet other geeks. They love to go to work – just like you!

We'll be looking forward to working with you if you are a world champion when it comes to

### Product strategy and management

You enjoy analysing, understanding, and prioritising initiatives so they are in line with the overall product strategy. You have a 360-degree overview of the challenges and opportunities that affect our products and their use. You understand the importance of launching the right initiatives and can take responsibility for your choices. You support product development with compelling reasoning and make sure everyone understands what to act on and why.

### Commercial product development

You know what it means to commercialise a software product so that it appears attractive, easy to understand, and in line with market needs. Terms such as “value proposition”, “selling points”, and “pricing and terms” are well known to you

### Motivation and collaboration

You are skilled and passionate about communicating our direction and strategy for the products. You will have an important role in securing the commercial messages – both internally and externally – in close corporation with the Marketing department.

In addition to a bright head, a strong drive and a commercial mindset you have some years of experience e.g. as Management Consultant, Pricing or Commercial Manager. You are fluent in Danish and English – and you are SUPER strong in Excel and PowerPoint!

## What to dive into

As our new Senior Commercial Manager you will play a pivotal role in Scalepoint's commercial set-up and our continued growth. You will work with the 4P's doing market analysis, creating insights and recommendations and thereby drive important commercial product decisions

### **Market analysis**

You stay close to our customers. By attending partner meetings and customer workshops, you will gain practical insight into how they work with (and without) our products and how our products can support their strategies. We often co-create new initiatives together with clients, and you will help to set the terms and commercial framework. In this way, you ensure that there is a match between the product initiatives we launch and the market problems we are trying to solve.

### **Product management**

You have an important role in ensuring that we deliver on our product P&L targets. In doing so you will also do analysis of our product performance and profitability and understanding the underlying business drivers. Combined with the external market analysis you use this to develop product designs and create business cases to support the right decisions. All summarised in a commercial roadmap, and in many other plans.

### **Pricing**

You work with development of our pricing models and promotions as well as with customer specific pricing cases.

## **Scalepoint spirit in everyday life**

Come as you are. That's how we prefer it. You can easily leave dress codes, permanent lunch buddies, and corporate business attitudes at home. Our office is filled with hugs and high fives – and we believe that everyone is doing their best.

We have employees from 11 nationalities, spread across our offices in Copenhagen, Poland and Switzerland. 63% of us ride a bicycle to work. 42% eat vegetarian lunch. 38% are parents. And 52% do not work out on a regular basis. Our unofficial and self-declared Minister of Sports tries to create a movement by introducing soccer and running club. However, that might not change the fact that we have a very generous attitude to sweets and cake. But that's ok because we do have a lot to celebrate at Scalepoint.

## **Sounds interesting?**

Send your application and CV as soon as possible to [job@scalepoint.com](mailto:job@scalepoint.com). Applications and interviews will be handled on a continuous basis and we will close the position when we have found the right candidate.

If you have any questions please feel free to contact Product Director, Rene Kristensen on phone +45 23106360