



## Head of Growth (m/w/d)

We are looking for an exceptional individual to join ExoMatter as Head of Growth. In this role, you will partner with the founders to build a critical mass of users, while testing and building the roadmap for our go to market strategy. Your work will drive the playbook by which ExoMatter expands within and beyond DACH.

Become part of a young deep tech and software startup based in Munich and revolutionize materials development with us. ExoMatter is a spin-off of the German Aerospace Center (DLR) and part of the UnternehmerTUM family of startups. We have a first product on the market with paying customers like Audi and Airbus and a strong upward trajectory.

Why are we doing this?

**Our mission is to challenge the status quo of materials development to reduce the worldwide ecological footprint and increase the innovation speed.**

We need you to succeed!

Josua and Barbara, our co-founders, are on a mission revolutionize the materials development. ExoMatter needs superstars like you to help shape our exciting journey from scratch!

Do you think along these lines?

1. If you are equally convinced that only with more efficient materials, can we tackle the climate crisis
2. You are a maker and want to turn visions into reality. See your impact directly!

You love working in a dynamic team: trusting, exchanging feedback, and taking responsibility is most crucial.

## Your tasks

- You will be responsible for scaling our SaaS platform among target customer segments.
- Identify areas of greatest opportunity and focus resources on maximizing these channels.
- You develop a marketing strategy for our SaaS platform. And at the same time you are responsible for the implementation
- Develop and test go to market hypotheses across customer types while partnering with operations and engineering teams to document onboarding and customer successes.
- Monitor industry trends, competitive landscape, and market dynamics to stay ahead of the curve.
- Analyze data and metrics to assess performance and make data-driven decisions. Report the most important KPIs to the founding team.
- You are responsible for the marketing and team budget and ensure that the resources are used in the most effective way.



## Our requirements

- You hold a degree in Business Administration, or related field
- You have 3 years of relevant full-time work experience
- Experience in a startup is a plus
- You show excellent communication and negotiation skills
- A start-up mindset and a true entrepreneurial spirit, having previously scaled and developed technology led growth organizations.
- A Maker with a strong sense of ownership and a nothing-is-impossible attitude.
- Experience in Go to market in SaaS Startup
- Marketing Experience for SaaS Business
- You are fluent in English and German
- You live in Munich or want to move to Munich within 6 months

## What we offer

- Competitive package of salary, (virtual) stock options, and benefits
- Attractive company culture in an early-stage startup
- Public transportation ticket for Munich and entire Germany (Deutschlandticket)
- Flexible work hours with strong focus on work-life balance far beyond industry standard
- Free choice between latest ThinkPads or MacBooks for personal and private use
- Company phone
- Full time position, part-time work possible upon agreement
- Hybrid work with flexible arrangement between on-site work in our new Munich office (location tba) and remote work

Start date: 01 Nov 2023.

If you have any questions or would like to apply, please contact our Co-Founder Barbara Prähofer [b.praehofer@exomatter.ai](mailto:b.praehofer@exomatter.ai)

