

The Agile Insights Software

Design the future simply agile.



quantilope is an automated Agile Insights Platform that brings the power of speed and science to Market Research and Marketing teams. Companies can now get quick, continuous, and affordable insights from more than 100M global consumers. This allows them to infuse almost every decision with relevant consumer insights. We already inspire more than 100 well-known brands from around the world. We continue to grow successfully and are looking for outstanding employees who want to become part of our success story.

Head of Global Marketing (m/f/x)

B2B SaaS

As our Head of Global Marketing (m/f/x) you are leading a team of 3-5 marketers. You are based in our Headquarter in Hamburg/Germany or in our new office in New York/USA. You are responsible for building and scaling our global marketing to source our revenue. At the same time you are polishing the *quantilope* brand to let it shine in a sharp and meaningful way.

YOUR CHALLENGE

- Lead and further build a team of great marketing specialists (Currently 3 FTE)
- Discover, drive, manage, and refine all lead generation initiatives including, nurture programs, webinars, events, partner channels, SEO, etc.
- Maximize the conversion rates of the marketing channels
- Create scalable approaches to increase revenue growth
- Further develop our brand communication globally
- Lead the evolution of our positioning
- Collaborate with Sales and Account Management to constantly improve our customer journey

YOUR PROFILE

- Extensive experiences in (Enterprise) B2B SaaS marketing and international marketing (Europe/USA)
- Demonstrated ability to manage funnels, deploy & nurture strategies, and prioritize initiatives regarding lead generation (drip marketing, digital, online, and live events)
- Comfortable using marketing automation tools and introducing new tools to the organization
- Proven ability to juggle many tasks and adhere to deadlines in a dynamic, collaborative environment
- Demonstrated ability to be a great marketing leader. Very strong doer and presenter
- Proven experience in a leadership role
- Strong team player

WHAT WE OFFER

- The chance to revolutionize an entire industry with us and to create something new! We have a groundbreaking product that, together with a very attractive business model, generates enthusiasm among our customers.
- Flat hierarchies, fast decision-making processes and great design possibilities
- A loft office with free fruits, drinks and coffee in the heart of Hamburg/Germany or New York/USA
- A multicultural open team with start-up spirit, beer after work, company retreat & events



CONTACT

Please send your application documents with possible starting date by e-mail to Ursula Jocham (jobs@quantilope.com).

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