

We need you.



Business Owner - B2B & B2C (m/f/d)



Vienna



Full-time
employee



Professional/Experienced



80.000-100.000



4,2

Apply

Your tasks:

- Define the strategic vision for the Jobs approach and the Hiring Extension offering.
- Identify market trends and customer insights to drive innovation in our Jobs offering.
- Collaborate with Marketing and Sales to develop a comprehensive go-to-market strategy for both B2B and B2C channels.
- Manage pricing and positioning strategies to ensure a competitive edge in the market.
- Partner with cross-functional teams (product, engineering, marketing, analytics) to design and implement a detailed execution plan for our Job offerings.
- Drive alignment across all teams to ensure cohesive development and operational excellence.
- Conduct financial planning and develop robust business cases for Hiring Extension.
- Monitor and analyze performance metrics (financials and non-financials) to optimize growth measures and outcome.
- Lead and inspire a diverse team across various

functions to achieve shared goals and deliver outstanding results for Jobs – all in line with the overarching kununu goals.

- Communicate and report on progress outcomes to leadership, ensuring alignment with company objectives
- Champion the Jobs topic organization-wide, increasing visibility for the development and progress of the Jobs offering across kununu.

Your skills:

- **Experience and a proven track record** in strategic and/or product or commercial roles in the digital space (minimum five years of relevant experience).
- Demonstrated **leadership capabilities**, either direct or in a functional/lateral capacity.
- An **entrepreneurial mindset**, with a strong desire to bring ideas to life – and the motivation to drive strategy all the way to hands-on execution.
- **Adaptable** and able to thrive in a fast-paced, dynamic environment, **navigating ambiguity and complexities** of a new offering.
- Exceptional ability to manage and **prioritize conflicting demands**.
- **Excellent communicator and collaborator** who can engage and motivate stakeholders, spanning all departments and differing seniority levels.
- **Experience in comparable context** is highly desirable, e.g. in scale-ups, B2B SaaS, the digital offering space, and in the HR-Tech industry.
- **Willingness to travel** to Vienna (monthly) if not located there.

About the job

Learn more... 

Your benefits

Your contact person



Leontina Morvay
Recruiting Manager

Contact me

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