



Business Development Co-founder (C-Level) (f/m/d)

Domi Labs is seeking an experienced business developer with leadership and sales experience, who is eager for the opportunity to work as a co-founder of an early-stage startup.

This role is a full-time leadership position, and is an incredible opportunity to make a meaningful impact on the future of Domi Labs – co-owning the company’s vision, developing our go-to-market strategy, and creating foundational business partnerships.

About Domi Labs

Domi Labs (domilabs.io) is a digital identity startup developing a digital passport for workflow automation – starting with the housing rental market. Using a next-generation web3 technology, [Self-Sovereign Identity](#) (SSI), we are establishing a universal, simple and privacy preserving way to exchange identity, financial and credit data without needing to share sensitive paperwork.

Domi Labs was founded in 2019 by a female CEO, committed to diversity and is a proud contributor to the decentralised identity community. Industry awards include: the Self-Sovereign Identity Incubator (located in San Francisco), European Union H2020 NGI DAPSI and NGI eSSIF-Lab research and innovation grants, and Deep Tech Berlin Award finalist.

About the Role

Domi Labs is at an exciting and pivotal stage. We have refined our value proposition, developed an early version of Domi, established a pipeline of interested first partners, and are positioning to commence pilot testing in 2023.

To better capitalise on our technology and capture the rental market’s massive potential, we are expanding our founding team. This is where you shine!

In this role, you will be the primary person responsible for growing Domi’s business. Accordingly, this will entail both ‘big picture’ strategic tasks, like honing Domi’s business model and pricing strategy, and day-to-day tasks, like converting leads and hiring our sales ‘dream team.’

Responsibilities include:

- Developing and executing Domi’s company strategy, alongside the other founders
- Ownership of Domi’s business development and commercial strategy, which includes improving and driving our go-to-market, pricing, and customer acquisition strategies
- Developing relevant structures and processes, like Domi’s business model, deal pipeline, expansion roadmap, and ability to leverage marketplace trends
- Management of Domi’s relationships with partners and customers – including scouting, pitching to, and negotiating with potential leads – in **both** English & German
- Leadership (including recruitment) of Domi’s sales team

Our team structure allows for remote working with regular meetups in Berlin. Our working language is English, and our working time zone is CEST.

Who You Are

In order to both structure and implement Domi's growth strategy, strong candidates will have a mix of business strategy, sales, and leadership skills. Given our plans to transform rental housing through digital identity, we're also seeking someone well-acquainted with the German housing market (pre-existing connections are a huge plus!), who can sell both Domi's technological innovation and customer experience.

Our current co-founders, [Katrie](#) & [Pavel](#), are in their mid-30s with previous careers. We're looking for someone with a similarly rich life experience, who enjoys working as part of a close-knit team and is prepared for the inherently challenging nature of building a startup.

If you're looking for an opportunity to work with genuinely cutting-edge technology, create innovative products, and shape industry standards, this may be your thing!

Critical Traits:

- Experience and connections in German real estate industry, preferably the rental housing market
- Eagerness to break out of own conceptual framework, seeks external validation for ideas
- Not only a stellar leader, but also an active contributor who 'gets their hands dirty'
- Strong communication skills, written and oral, in both German and English
- Genuine interest in digital identity and Domi's mission
- Willing to commit long-term, with corresponding appetite for risk

Benefits

- Exceptional leadership opportunity, allowing you to define business development processes and commercial strategy, along with shaping working culture and Domi Labs itself
- Engaging mix of work – everything from coordinating partnerships to structuring growth initiatives to managing our sales team
- Small, agile, open-minded co-founder team
- Be a public advocate of a new technology and product that directly benefits consumers (everyone needs somewhere to live!)
- Competitive salary once funding is secured
- Equity in a fast-growing startup

As head of Domi's business development, your work will enable our digital passport to create end-to-end digital experiences for any process requiring verified personal information – not only in the rental market, but also in adjacent markets, like insurance, utilities, and financial services.

Mirroring the "freedom of movement" associated with the EU and physical credentials, your efforts will allow Domi to become universally-accepted across Germany, the EU, and eventually global markets: making streamlined business processes and portable, privacy-maintaining digital credentials the norm across a variety of industries and geographies.