

# Director Strategy & Corporate Development (m/f/d)

Linz, Vienna, full-time

As Director of Strategy & Corporate Development you are the key driver of the strategy process, strategic development and implementation, as well as fundraising and M&A activity. You act as a versatile “swiss-army knife” in a dynamic environment and are able to drive a diverse range of highest priority efforts for smec.

## Your tasks

- You translate the company strategy into inorganic plans/priorities, and execute against them, using fact-based analysis to identify growth and profit opportunities.
- Together with the management team you drive our international expansion and ensure long-term growth.
- You develop market intelligence discipline and perspectives to identify risks and opportunities – evolving customer needs and competitive dynamics.
- You manage all fundraising as well as M&A processes – from exploratory conversions through due diligence and deal process.
- You build deep cross-functional knowledge of internal operating environment and external market dynamics to serve as trusted internal consultant for key stakeholders.
- You are responsible for driver-based plan modelling, workshopping, scenarios development.
- You are responsible for financial modelling and planning together with the finance department.

## Your profile

- You successfully completed your studies with a focus on business administration or similar and convince with your excellent academic performance.
- You can demonstrate at least 5 years of experience in Investment Banking, Strategy Consulting, Corporate Development or similar – B2B SaaS, high-growth tech or online retail industry experience is a plus.
- You have experience with fundraising as well as M&A processes and are well acquainted with business and financial modelling.
- You show solid market research skills and excellent analytical skills.
- You are able to manage the information flow across all levels of business.
- You have an entrepreneurial mindset and feel comfortable in a dynamic, young and technical start-up environment.
- You convince with excellent written and oral communication skills – in German and English.

## We offer

We offer you the possibility to actively contribute to the development of smec – an **accelerated learning curve** in an award-winning company and an **extremely appreciative working environment** included! In addition, we offer **stunningly flexible working hours** anytime between 6am to 11pm, as we know you have a social life too – whether it's spending time at the lake, going for a hike or to be at home with the kids. Moreover, you'll enjoy **plenty of perks** such as: full free access to Udemy courses, free coffee and tea in vast quantities, fresh fruit and our smec buddy system. On top of that, you will get a new MacBook, not only for work, but also for your personal use. And we host a variety of events with free drinks because smecies just love to mingle with other smecies.

Loving the sound of smec? Just write an email or give us a call! We're excited to get to know you and would love to welcome you here at smec.

## We offer the following benefits



Stunningly flexible working hours



smec spirit



Top-notch equipment



Home office



Personal & professional development



Switch locations



Structured onboarding



Your smec buddy



Flat hierarchies & open door policy



Cool company events



Free access to the smec gym



Refreshments & goodies

For legal reasons, we refer to the collective agreement minimum salary of EUR 3,618 (14 x per year) for this position. The actual salary depends on your qualification and experience, a willingness to overpay is given.

## Interested?

We are looking forward to your application. Reach out to us:



Anna Znidersic  
HR Specialist



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Recruiting Specialist



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