



We have an exciting job opening starting on {{EnterDate}} for the position of

Business Development & Growth

Full-time, permanent position, remote-friendly

About quitt

There are over 75 million private workers around the world and they all deserve fair and correct employment. Often they are not employed correctly because proper registration, insurance and administration are time consuming and not very intuitive. quitt, our SaaS application, takes care of the correct employment of private workers for private individuals. Hiring with quitt is easy, digital and fair.

In [Switzerland](#), we have already legalized over 50,000 work relationships and paid out salaries over 400 million Swiss Francs. Having successfully expanded to [Germany](#) last year, with a team in Munich, we now plan to bring our vision to the United Kingdom in 2024.

Your role

You have a unique opportunity to join the core team from the beginning and launch a new service in UK. As one of the four key members, you will contribute to developing our UK specific payroll & administration service, key processes with all involved authorities and our marketing & communication strategy. You will have the incredible chance to build a new start-up, while at the same time enjoying full support from our 40-person team and management based in Zurich, Munich and Yerevan. Your workplace will be in central London.

Your tasks and responsibilities will include:

- Do market research on competitors as well as relevance of black-work and the reasons for it.
- Understand specific needs and challenges of private employers as well as private employees.
- Define key processes together with payroll specialist as well as adaptations requirements for our software solution based on the solution used in CH and DE.
- Help create landing pages & advertise via SEM.
- Help create blogs and articles for SEO set-up.
- Develop help center for customers.
- Decide together with management in CH about changing the company name and/or name for our service offering.
- Identify opportunities for potential partnerships with insurance companies, matching platforms who target private households, nanny/senior care taking agencies, ...
- Identify PR opportunities and establish network with other start-ups

quitt.

- Work closely together with the other three core members to be able to launch a UK specific solution within a period of 6 months.
- Onboard first customers and provide customer-service to them.

What you need to succeed

- At least 2 years of experience in business development & digital marketing, ideally in an start-up environment.
- Nice to have: basic understanding of payroll accounting.
- Precise and empathetic communication skills as well as outstanding presentation and moderation skills.
- You are able to visualize possible solutions using a variety of tools, ideally Figma.
- You are characterized by your proactive, independent but team-oriented way of working.
- You share our conviction that legal employment of private employees needs to be fair, correct and digital.
- You need to be based in London.

Why quitt?

Aside from our people, culture and mission, there are a variety of additional benefits that help make quitt a great place to work! Work with us and receive:

- High-impact work environment with short decision-making processes
- A proven business-model with a high sense of purpose.
- Regular company and team events
- Opportunity to buy shares (only one share class) with a 10% discount.
- Competitive compensation.
- Remote-friendly team structure – we offer a 50% remote, 50% in-office working philosophy.

Your application

Are you intrigued by this opportunity?

Send us your application at jobs@quitt.ch.

Questions? Feel free to reach out to us.