

Lead Developer

Klagenfurt/Vienna, Austria or Remote • Engineering • Full Time

Well-capitalized early stage start-up seeks extremely talented Full Stack Engineer as Lead Developer to help pioneer the way sales and marketing teams work together. Kickscale builds the leading SaaS platform supporting business development teams in managing, measuring and optimising their campaigns and meetings to deliver predictable sales pipeline.

If you are passionate about developing software, leading development teams, and finding solutions to problems through agility, we want to talk with you! You will be the key contributor and leader of our product engineering team and drive the day-to-day development process. After analyzing business goals, you also develop a technical strategy for Kickscale and help our development team to succeed. In addition, you get issues done by yourself too.

You must have experience in designing and building software-as-a-service platforms (web and mobile), and you should be able to do so in about one-third the time that most competent people think possible. You should have a BSc (HTL/Uni/FH) or MSc (Uni/FH) in Computer Science or the equivalent working experience. Top-notch communication skills are essential.

Expect talented, motivated, intense, and interesting co-workers.

Your responsibilities:

- Own the whole development of our SaaS platform: Frontend and backend as well as API integrations into external systems.
- Manage the application team's engineering tasks, based on customer and product requirements
- Hire skilled full-stack engineers and onboard them to the team
- Dictate and keep high coding standards and development methodologies
- Work in an exciting dynamic environment with a group of highly motivated and skilled product leaders and developers in order to solve most challenging problems for sales and marketing teams.
- Perform a key role in developing the engineering team's core product: The Monday.com for Sales and Marketing Teams to a wide variety of solutions: from understanding scope and requirements, through design and implementation, to deployment and measurement.
- Deliver the best product to our clients, aligned with the company's quality and content.

Required Qualifications:

- 3+ years of hands-on, high quality full stack development experience using Node.js, React.js, HTML / CSS coding, Typescript as well as modern Javascript (ES6)
- Proven experience leading the development of web applications with UI
- Experience with web frameworks and API Design
- Experience with databases
- Experience working with Google Cloud Platform
- Outstanding team player with strong communication skills
- Tech-savvy - we are looking for someone who likes to learn and develop tech skills of the latest technologies and methodologies

Preferred Qualifications:

- 2+ years of experience leading development teams
- BSc in computer science or a related field (HTL/Uni/FH)



You'll be joining a young and dynamic team that is passionate about building great software and quickly iterating on ideas and work to provide customers with improved experiences. We challenge each other constantly to improve, always asking difficult questions and pushing personal and professional growth. The development team is focused on building new features and maintaining as well as testing the current SaaS platform.



Kickscale was founded out of a problem a B2B tech start-up had. We had to identify what works best for sales pipeline generation and what activities lead to revenue generation. Based on the approaches we learned at the famous american startup incubator Y Combinator, we contacted more than 1,000 people each week and set up as many virtual and in-person meetings as possible. The implementation and definition of this outstanding process took us over two years. Afterwards, we have recognised that the process works, but we need something to scale, guide and coach new team members and analyse the activities afterwards as well as set-up and organise the meetings generated out of these campaigns more efficiently. We have founded Kickscale to consult and teach the process and offer a

SaaS Business Development Platform to solve these challenges to generate predictable sales pipeline and predictable revenue. Our team of experts helps leading companies to help them generate more business, track the outcome of their business development efforts and focus on activities which lead to pipeline generation and revenue growth.

From high growth Start-Up to established businesses.

International Companies use Kickscale to start, run and scale their businesses.



More about our Benefits

Whether you work in an office or a distributed team, Kickscale is highly collaborative and yes, fun! To support you at work (and play) we offer some fantastic benefits: flexible working options, 1 paid volunteer day a year for your favorite cause, an annual allowance to support your learning & growth and unique get togethers.

The World is our playground and **Kickscale is headquartered in Austria** 🇦🇹, with locations in **Vienna**, Austria's capital city and **Klagenfurt**, the Silicon Valley of the Alps.



COVID-19 Information: Kickscale is continuing to hire with all interviewing and on-boarding done virtually due to COVID-19. All new and existing Kickscalers will continue to work from home until it's safe to return to our offices in Vienna and Klagenfurt. When our offices re-open, we will provide the choice to work from home or return to work in an office unless a job requirement makes it necessary for a role to be performed at a Kickscale office.

Apply via coolejobs@kickscale.com | www.kickscale.com