



Established in 2000, DIMOCO Payments is a trusted payment company with a license from the Austrian Financial Market Authority. Our expertise, flexible payment solutions, and trusted network enable merchants to effortlessly accept payments for goods and services worldwide.

In our international team of 20+ nations, you can expect plenty of room for your personal touch and personal responsibility. Flexible working hours and home office options support your work-life balance.

If you see yourself as an important part of a motivated team in a modern environment, then you are right with us as

Head of Marketing (f/m/d)

Your mission:

Are you a senior marketing professional ready to make a real impact in a fast-paced, growth-driven environment? Do you have experience leading a team and collaborating with senior stakeholders?

In this role, you drive the full marketing and communication agenda — from demand generation and brand positioning to consistent messaging across all touchpoints. With a strategic, hands-on approach, you strengthen DIMOCO's market presence, build brand value, and turn business goals into measurable growth.

Sounds exciting? Keep reading 👉

What you'll do:

- Work closely with the CEO and leadership team to define and deliver marketing initiatives that directly support and accelerate business objectives
- Lead and develop the corporate marketing function, managing a small internal team as well as external agencies and partners
- Set clear short-term and long-term marketing goals and ensure strong execution across all marketing activities
- Develop and execute strategic marketing plans to attract, nurture, and convert leads into potential new customers
- Own the end-to-end marketing lead funnel and refine lead qualification criteria in close collaboration with Sales
- Design, execute, and optimize B2B demand generation campaigns, including content marketing, paid media, events, and partnerships
- Plan, create, and publish high-quality content and drive brand growth through consistent messaging across all channels (events, website, campaigns, and promotional materials)
- Identify and target the right audiences using the optimal marketing mix, including events, conferences, partnerships, and digital channels
- Track, analyze, and report marketing performance, using data insights to continuously improve results and test new ideas and strategies
- Take full responsibility for marketing budget planning, resource allocation, and performance ROI

Your profile:

- Degree in marketing or a comparable field
- Proven B2B experience in digital marketing and social media, including lead generation (preferably SaaS)
- Experience in supporting long sales cycles
- Strong organizational skills, ability to work on multiple projects/plans and meet deadlines under pressure
- Exceptional communicator and influencer with proven strength in positioning and messaging, thought leadership and storytelling, explaining technical value in business terms
- Strong leadership, decision-making, and entrepreneurial mindset
- Expertise in managing budget and demonstrating effective ROI
- Excellent English and German language skills

DIMOCO's promise:

- A position with great responsibility which is diverse and exciting
- Amazing benefits like a day off on your birthday, enabling you to celebrate this special day with family and friends 🍰
- Interesting and international working environment in the growing and forward-looking payment industry, characterised by a dynamic and open working atmosphere
- A challenging and energetic career where you will be able to apply your personal knowledge and skills actively
- Flexible working hours and home office options
- Modern office at Campus 21 in Brunn am Gebirge (with a free shuttle bus to and from Vienna)
- Team spirit, passion, creativity and flat hierarchies characterise our company
- Regular DIMOCO team events
- Of course, you will receive a competitive remuneration package, which we will be happy to discuss with you personally. For this challenging position, the gross annual remuneration package starts at around EUR 70.000,- (full-time) and depends on your qualifications and experience

One application – a billion opportunities!

We look forward to receiving your application: dimoco.com/job-posting/head-of-marketing-2/

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Please note we will not accept any candidate profiles sent unrequested and unsolicited by recruiting agencies. We collaborate with preferred providers based on framework agreements and will not pay any fees to recruiting agencies without an agreement. Should we receive a candidate profile from a recruiting agency with which there is no framework agreement, and should the respective candidate be considered or hired, this will not entitle the recruiting agency to claim payment or fees.