

Press release

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## Finlex brings Matthias Lange on board: New Head of Sales & Key Account Management

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*Finlex, the leading technology-based specialist for Cyber and Financial Lines insurance, has appointed Matthias Lange as its new Head of Sales & Key Account Management (KAM). From 01 September 2024, Matthias Lange will assume a leading role in the reorganized structure of the specialist broker with its own tailor-made platform.*

Matthias Lange (47) has almost 30 years of experience in the insurance industry and has an extensive network as well as a deep understanding of Finlex's customers' needs. In the newly-created role, he will lead the Sales & KAM team and continue to expand it. He will focus intensively on key accounts (largest broker partners), intensify existing customer relationships and develop new partnerships. With his extensive expertise and experience, he will make a significant contribution to driving Finlex's sustainable growth and further strengthening the company's leading position in the market.

Before joining Finlex, Matthias Lange was responsible for various management positions in the insurance industry. His career path began at the Funk Group and led him via Aon and then on to Marsh, where he held the position of Regional Director. Most recently, he was Cyber Solutions Director at Perseus Technologies Cyber Risk Management. There he gained valuable experience in the areas of digitalisation and innovation - skills that play a central role at Finlex.

"I am delighted to now be part of the Finlex team. I am impressed by the expertise and innovative strength around the Finlex ecosystem and the opportunity to contribute to the holistic solution design in the Financial Lines area is a motivating challenge. In my view, this is the right approach for our partners. I can't wait to help shape the Finlex success story," says Matthias Lange.

Sebastian Klapper, CEO and founder of Finlex, is convinced that Matthias Lange, with his deep understanding of the insurance industry, will contribute to intensifying broker relationships: "With Matthias, we are gaining an experienced industry expert whose pragmatic, positive and practice-oriented attitude will be a valuable asset to our team. Matthias' leadership skills and his commitment will help us to make significant progress, particularly in expanding the team. His hands-on approach will help Finlex achieve its ambitious growth targets, expand our customer base and further strengthen our position as a leading provider of Cyber and Financial Lines insurance."

The following images are released for reprinting subject to editorial, non-commercial use.

Matthias Lange | ([Press photo](#))

Sebastian Klapper | ([Press photo](#))

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## About Finlex GmbH

Finlex – the leading digital marketplace specializing in Cyber and Financial Lines insurance in Germany and Austria – combines a state-of-the-art digital platform, deep insurance expertise, and an ecosystem to meet the needs of brokers and insurers alike and serve commercial customers in an unprecedented way. Finlex creates products that are more competitive, more individual, and easier to use – with the aim of revolutionizing industrial insurance in the specialty lines.

Finlex combines expert commercial and industrial insurance knowledge with the most advanced technology. The customer's needs always come first and foremost. The platform offers insurance brokers with a focus on corporate clients a white-label solution with market-leading specialty products and all relevant insurers in one place. From tendering to policy, renewal, and portfolio functions to an extensive knowledge base, the platform provides brokers with their own digital infrastructure. For insurers, it enables automated underwriting (robo-underwriting) for Financial Lines products and access to leading industry brokers.

Finlex is headquartered in Frankfurt am Main with offices in Berlin, Düsseldorf, Essen, Paris and Vienna. The company was founded in 2015 and already employs nearly 130 people.

More information at [finlex.io](https://finlex.io).



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