

Stefan Neuweger

Presales Director



Bridging Product, Market & Business

Clear product decisions from complex market and customer requirements: that is what more than 25 years in the leasing, loan and asset finance business stand for, with measurable value for banks, leasing companies and financial services organizations.

25+

years in leasing, loan & asset finance software

DACH

region and beyond – from equipment finance to automotive leasing

AI

focus: origination, servicing and everyday platform use

WHAT I DO



Product and Solution Strategy

Shaping how a platform evolves by translating market and customer needs into product direction.



Market-Product Bridge

Connecting engineering and product teams with the business and customer side, in both directions.



AI in Asset Finance

Exploring how AI can improve origination, servicing and day-to-day platform usage.



Presales, RFP/RFI and Business Case Development

Solution demonstrations, proof-of-concept engagements and business cases for deals ranging from mid-market to large enterprise engagements.

WHAT DRIVES ME



Global perspective

More than 25 years across the DACH region and beyond have taught me where markets differ, and where they don't.



Relationship builder

I listen first. Trust built on clarity and consistency outlasts any single project.



Customer advocate

I bring the customer's real needs into every product conversation, and the product's real limits into every customer conversation.



Strategic thinker

Turning market and customer insight into product direction that teams can actually execute.



Business growth

Focus on adoption and measurable results, not on activity for its own sake.



Trusted advisor

Clear, honest guidance on where a platform should sensibly evolve next.

EXPERIENCE

From business analysis and consulting to presales leadership – always where leasing software meets the business.

SINCE 2024

Odessa – Presales Director

Responsible for presales across the DACH region on an internationally focused equipment finance platform, with a focus on aligning product capabilities closely with the market and customer needs of the region.

2018 – 2024

Sofico – Lead Consultant

Six years of hands-on expertise around the Miles platform and the DACH client base, from business analysis through requirements engineering and solution consulting to presales activities across the German-speaking region.

2017 – 2018

openfellas (Odoo Gold Partner) – Senior Manager, Project Manager

ERP implementation and business analysis outside the leasing space – a brief but useful contrast that sharpened a broader, platform-agnostic view of business processes.

1999 – 2016

Cassiopae (now part of Sopra Steria) – Manager, Business Analysis, Consulting and Presales

17 years shaping how leasing and refinancing software met business needs for banks and leasing companies – the foundation of the market and domain expertise the rest builds on.

KEY STRENGTHS

- Translating vision into actionable strategy
- Solution & value story crafting
- Building high-performing teams
- Deep customer & market insight
- Cross-functional leadership
- Driving adoption & measurable results

WHERE PERSPECTIVES MEET



PLATFORM EXPERTISE

2018 – 2024

Miles Platform (Sofico)

Full leasing and asset finance lifecycle for banks and leasing companies across the DACH region – from business analysis and requirements engineering to solution consulting and presales. Deep familiarity with contract management, origination and back-office workflows.

1999 – 2016

LeasySoft (Cassiopae)

17 years shaping how Cassiopae's LeasySoft platform met the business needs of banks and leasing companies. Experience spans business analysis, requirements engineering, consulting and presales.

Let's talk about your platform

Product direction, a demanding RFP, or the next step with your platform – get in touch.



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