

Job brief

Our company is in search of a Chief Commercial Officer (CCO) to create strategies and metrics to ensure the business stays on track with its objectives and exceeds targets. You will work with various departments on the budgeting, sales processes, and marketing strategies to ensure the company can achieve its goals.

Responsibilities

- Establish relevant business KPIs for the company to track.
- Create and execute commercial strategies aimed at accelerating growth.
- Study industry trends and create an effective business plan based on commercial opportunities.
- Manage the commercial and sales teams with the goal of improving key metrics.
- Heavily involved in the motivation, drive and development of new talent within the organization.
- Develop an understanding of customers' needs and make sure they are met.
- Responsible for ensuring all business activities are in line with the organization's objectives.
- Work with the marketing team to create strategies that boost the company and product awareness.
- Develop partnerships with key stakeholders aimed at accelerating the company's growth.
- Assist in the development of budgets and other financial systems within the company.
- Suggestions for corrective action if sales are below the budget.
- Responsible for the approval of the company's product pricing and positioning.
- Regularly receive reports comparing actual sales versus budgeted sales.

- Follow up on daily sales achievements and provide frequent updates to the CEO.

Requirements

- Bachelor or Master's degree in finance, business administration, or related field
- Past experience as a CCO or Commercial Director
- Proven experience in sales and client relationship management
- Experience in market research and analysis
- Knowledge of budgeting processes and performance reporting
- Excellent leadership and communication skills
- Skills in strategic and business planning would be important
- Must be a self-starter who is detail-oriented and well-organized