

## Chief Executive Officer (CEO) – London Tech Business

### Description

#### Company Overview:

We are a leading technology company based in London with an impressive annual turnover of £8 million. Our innovative solutions and cutting-edge products have positioned us as a key player in the industry. As we continue to expand and drive growth, we are seeking a dynamic and experienced CEO to lead our organization to new heights.

#### Job Summary:

As the CEO, you will be responsible for providing strategic leadership and overseeing the overall operations of our London-based tech business. You will work closely with the Board of Directors to set the company's vision, goals, and strategies, ensuring alignment with our long-term objectives. Your primary focus will be on driving revenue growth, fostering innovation, and maintaining a strong market presence.

### Responsibilities

- Strategic Leadership:** Develop and execute a comprehensive business strategy that aligns with the company's vision and long-term goals. Identify new market opportunities, assess risks, and make informed decisions to drive sustainable growth.
- Financial Management:** Take charge of financial planning, budgeting, and forecasting to maximize profitability and operational efficiency. Monitor key financial metrics, manage cash flow, and implement strategies to optimize revenue generation.
- Team Leadership:** Build and lead a high-performing executive team, promoting a culture of collaboration, innovation, and excellence. Provide guidance, mentorship, and development opportunities to foster employee engagement and professional growth.
- Stakeholder Management:** Cultivate strong relationships with key stakeholders, including clients, partners, investors, and industry influencers. Represent the company in external events, conferences, and networking opportunities to enhance brand reputation and forge strategic partnerships.
- Operational Excellence:** Oversee day-to-day operations, ensuring effective execution of business plans and adherence to industry regulations. Implement robust processes, systems, and policies to drive operational efficiency and scalability.
- Market Expansion:** Identify and pursue opportunities for market expansion, both domestically and internationally. Develop and execute effective go-to-market strategies to increase market share and establish the company as a leader in the industry.
- Innovation and R&D:** Foster a culture of innovation and creativity, encouraging the development of new products, services, and technologies. Stay abreast of industry trends, emerging technologies, and competitive landscape to drive continuous improvement and stay ahead of the curve.

### Hiring organization

Exec Capital

### Employment Type

Full-time

### Beginning of employment

1st Aug 2023

### Duration of employment

Perm

### Industry

Technology

### Job Location

London

### Working Hours

9-5

### Base Salary

£ 110,000 - £ 130,000

### Date posted

July 12, 2023

### Valid through

31.08.2023

8. Performance Monitoring: Define and monitor key performance indicators (KPIs) to assess the company's performance against strategic goals. Take proactive measures to address any deviations or challenges, driving a culture of accountability and continuous improvement.

## **Qualifications**

- Proven experience as a CEO, ideally within the technology industry or a related field.
- Demonstrated track record of successfully leading a company with a turnover of £5-10 million, with experience in scaling businesses.
- Strong business acumen with a deep understanding of market dynamics, industry trends, and competitive landscape.
- Exceptional leadership skills with the ability to inspire and motivate teams at all levels of the organization.
- Excellent strategic thinking and decision-making abilities, with a focus on long-term growth and profitability.
- Strong financial acumen and experience managing budgets, forecasts, and financial performance.
- Excellent communication and presentation skills, with the ability to represent the company to stakeholders and the public.
- Proven ability to drive innovation, embrace emerging technologies, and foster a culture of creativity.
- Bachelor's degree in business administration, technology, or a related field (MBA preferred).

If you are a visionary leader with a proven track record in the technology industry and possess the drive to take our London-based tech business to new heights, we invite you to apply for this exciting opportunity. Join our dynamic team and make a significant impact in shaping the future of our organization and the industry as a whole.

Note: This job description is for illustrative purposes and can be customized to align with specific organizational requirements and industry dynamics.

## **Job Benefits**

Exec Capital are London's leading executive recruitment boutique