

## Chief Commercial Officer

- Position:** Chief Commercial Officer (CCO)
- Qualification:** 3<sup>rd</sup> level qualification in Business, Engineering, Management, or other relevant discipline
- Location:** Remote in Ireland / UK

### About XOCEAN

XOCEAN is an ocean data company – we collect data for clients ranging from mapping the seabed to monitoring the environment. However, we do this differently, instead of using conventional crewed survey ships, we have developed a marine robotic system known as an Uncrewed Surface Vessel (USV).

### Overview

This role will have responsibility for leading XOCEAN's Commercial Team, including all Sales & Marketing activities. XOCEAN is growing rapidly and this role will be central to establishing and managing operations in new regions and markets.

### Main Duties & Responsibilities

Responsibilities will include:

- Development and implementation of XOCEAN's commercial strategy.
- Ownership of the Marketing strategy and activities to enable growth in key markets.
- Ownership of the end-to-end Sales process including:
  - Client relationship management
  - Preparation of proposals/tenders including pricing strategy
  - Contract negotiation
  - Sales forecasts
  - Developing new markets/opportunities
- Management of personnel and recruitment for the Sales and Marketing teams.
- Working with Projects teams to balance sales with operational capacity.
- Establishing local teams in new markets to support Sales and Operations activities.
- Establishing and tracking performance metrics for all functions across the Commercial team.

### Requirements: Essential Skills / Attributes and Experience

- Minimum 10 years' experience in a similar role with proven international track record.
- Experience of growing a sales pipeline globally.
- Excellent commercial acumen.
- Strong Finance background.
- Strong organisational skills.
- Excellent attention to detail.
- Ability to work on own initiative and act independently whilst being able to work successfully as part of a team.

### Desirable Experience

- Working with ERP systems, especially NetSuite.

### Apply

- Applicants must demonstrate how they meet the essential criteria. Desirable criteria may be used for further shortlisting.
- We thank all candidates for their interest, however due to very high volumes, only those who are selected for further consideration, will be contacted directly.
- Closing date for applications is 1<sup>st</sup> October 2021.

- Please apply online and follow the instructions or submit your CV to [careers@xocean.com](mailto:careers@xocean.com).