

Job Title: Chief Revenue Officer
Reports To: Directors of the Company

Job Summary

At Bytron we believe that at the heart of every great company is a team of brilliant, driven professionals. We're a values-led Company and aim to ensure all our employees feel valued, supported and motivated to achieve their very best. Our aim is to exceed expectation and create innovative digital products that make information more accessible and useful, enabling people to achieve more.

The Chief Commercial Officer will work collectively with the wider Executive Leadership Team to ensure that the strategic objectives of the business are achieved, specifically in terms of achieving our revenue targets. With responsibility for the Commercial Team, the post holder will be a highly experienced, business minded leader that is results driven to ensure that individual, team and business targets are achieved. The successful candidate will already have the skills, knowledge and experience to lead, plan, develop and implement commercial strategies within a SaaS based business.

Our Chief Revenue Officer will have responsibility and accountability for business development for the company, with the primary focus being on maintaining customer relationships, generating new business opportunities, meeting revenue targets and increasing our market share within the aviation industry.

Location

Headquartered in the North Lincolnshire village of Kirmington, we also have offices in Hull, East Yorkshire and fully support a remote working schedule.

Accountabilities

Leadership

- Leading, managing and being accountable for the Sales, Marketing and Customer Account Management teams
- Working collectively and strategically with the Executive Leadership Team to achieve overall business goals in terms of revenue
- Work collectively with and operationally manage the Commercial Team members (Sales, Marketing, Customer Account Managers and Partnerships)

Sales & Marketing

- Overall responsibility for achieving annual revenue targets for the company
- Overall responsibility for ensuring that our product(s) are marketed to the highest standard and that all mediums available are being utilised effectively, consistently and with the aim of increasing brand awareness and increasing market share

- Developing and implementing Sales and Marketing strategies with the aim of accelerating company growth, and improving sales conversions
- Planning new sales and customer acquisition strategies
- Maintaining and identifying new partnerships for potential resellers or 3rd parties that can add value to our existing product offering

Customer Account Management & Reputation

- Accountability for managing existing client relationships, understanding their requirements and ensuring client retention is excellent
- Overall responsibility for negotiating and renewing customer contracts
- Ensure our company reputation is at the highest standard from NPS score, PR and brand consistency

Experience, Skills and Knowledge

- A commercially minded, results driven Business Management graduate (minimum 2:1 Business related degree or above)
- Highly experienced and qualified as a strategic leader and operational manager (CMI Level 5 or above, professional membership preferred)
- Proven commercial B2B sales and marketing experience, with proven record of achieving results
- Minimum five years commercial experience as a Senior Leader specifically within a SaaS based business (Chief Revenue Officer, Chief Commercial Officer, Commercial Director or similar level role)
- Outstanding communication and leadership skills with an entrepreneurial strategic mindset
- Demonstrable proof of effective prospecting to ensure that our products are demonstrated to key decision makers within the aviation industry
- Outstanding enthusiasm, passion and the determination to succeed
- Demonstrable experience in lead generation with the ability to qualify genuine opportunities from these leads
- Excellent communication skills, both written and verbal
- A natural enthusiasm and passion for sales alongside a determination to succeed
- Must be a confident communicator that is able to express the true value of the product to the customer during product demonstrations
- A desire to continually learn, pick up new skills and increase your knowledge of the sector and products
- Experience working in an airline supply chain environment would be an advantage
- Self-motivated and hard worker - we encourage working smarter and being proactive
- Ability to receive feedback positively - we encourage openness and work together to improve ourselves, our products and our services and sometimes this means giving and receiving feedback from peers

- Putting the customer first and using quality as a prime driver of outcomes - quality over quantity is important in everything we do
- Desire and willingness to learn and grow with us - we want to see passion; this means going the distance in developing your skills and using those skills to benefit the company and the products
- A team player - we are a values-led organisation and actively promote a great working environment, positive team spirit and inclusivity

Staff Benefits

- Excellent base salary (£42,500 p.a) plus uncapped commission structure (potential OTE £135,000+)
- 25 days annual leave (rising with service length) plus public bank holidays
- Company pension scheme
- Flexible working
- Holiday purchase scheme
- Enhanced Occupational Sick Pay Scheme
- Enhanced maternity/paternity/adoption leave

Interview Information

Candidates will be required to deliver a 20 minute presentation; 10 minutes to deliver a sales presentation of our skybook software solution and 10 minutes to present a strategic commercial plan, aimed fundamentally at how they intend to achieve annual revenue targets for the business. The plan will be concisely and professionally presented, lasting no longer than 20 minutes and will be followed by a formal interview.

How to Apply

Please forward your latest CV with a covering letter detailing why you feel you have the right level of skills, knowledge and experience required for this role to jobs@bytron.aero.

*Applicants must have the right to live and work indefinitely within the United Kingdom

*This post is not open to recruitment agents