



Chief Commercial Officer

Summary

The Chief Commercial Officer will work collectively with the wider Leadership Team to ensure that the strategic objectives of the business are achieved, specifically being accountable for achieving revenue targets.

With responsibility for a growing commercial team, the post holder will be an experienced senior leader able to drive results. The successful candidate may already be working in the Ag-tech space and will have the skills and knowledge to plan, lead, and implement the commercial strategies for the business.

About Spotta

Insect pests cause \$400Bn of damage every year across a range of sectors, despite the use of over 4M tonnes of chemical insecticide. Spotta provides early warning of infestation, dramatically reducing those losses and enabling more sustainable methods of management. We're an exciting, VC backed Cambridge (UK) Ag-tech startup looking to rapidly expand from our early commercial wins and prove Product-Market Fit. We're a tight-knit, high-performance team of 15 who have seen Spotta through 3 product launches and multiple rounds of investment. We've deployed our technology across multiple segments and in more than 5 countries. We help farmers and foresters to monitor their assets (farms, forests, etc) from insect damage and other problems thereby increasing productivity while reducing pesticide use and costs. With our automated monitoring service, our customers are able to focus on the core value adding activities they specialise in - growing crops and nurturing forests.

The Role

In a market with massive growth potential, you will build on Spotta's existing B2G and B2B sales, which are across multiple products in several different countries. Reporting to the CEO & Co-founder, you will take a leading role in forging commercial strategy. You'll work with the leadership team to decide where to invest and where not to. You will then lead the execution of the strategy, spending a significant portion of your time working directly with prospects and customers to build deals. You'll become a key voice in steering Spotta to a robust, scalable, Product-Market Fit.

Key Responsibilities:

- Develop and execute a comprehensive revenue strategy
- Overall responsibility for the company's commercial performance
- Working collaboratively with the Leadership Team to achieve company goals
- Understanding our customers' needs and collaborating with the product team to ensure revenue goals align with product development and innovation
- Work closely with the CEO and CTO on product strategy

Key experience and skills:

- Demonstrable track record of building revenue in an early stage company from '0 to 1'
- Relevant experience of market investigation/discovery then testing and achieving Product-Market Fit
- Direct experience in the early-stage tech (preferably Ag) and selling a vision
- Relevant experience managing and closing multi-stakeholder deals
- Excellent networking ability and connections in the Ag space
- Excellent communication and interpersonal skills.
- Collaborative in approach, actively promoting a great working environment. As a member of the Leadership Team you will lead by example

Personal Attributes:

- Energetic with an entrepreneurial mindset
- Excellent commercial judgment
- Strong communicator with the ability to build strong, impactful relationships
- A willingness to learn and grow with us

Location

On-site or hybrid working (not less than 2d/week) from our offices in Cambridge, UK.. London based candidates are welcome, it's an easy commute to Cambridge from Kings' Cross station. The successful candidate should anticipate significant travel as part of fulfilling their role.

Notes for applicants

We offer an innovative, fast-paced environment and our work is impactful. We have a diverse and inclusive team and are committed to promoting an inclusive workplace where employees feel valued and supported. We welcome all applications. To apply, send your CV and a brief covering email outlining why you would to careers@spotta.co