

JOB DESCRIPTION

Designation: Vice President Commercial, ONVU Technologies (Surveillance and Security Division)
Reports to: Chief Operating Officer
Location: Home based, UK

Company Overview

ONVU Technologies is a privately held Swiss group, operating out of bases around the globe including US, UK, and Turkey. Through annual investment in R&D, talent acquisition and strategic partnerships we go to market via our business units focussed on smart video, IoT and cloud applications. Our brands include ONVU Learning, Oncam and ONVU360.

We believe in developing empathy led technology to answer genuine challenges in the vertical markets we address; by enabling users to leverage the technology in a way that solves their problems. Use cases of this has been in creating business intelligence insights for retail via video, providing a safer environment in an airport or helping teachers create better student outcomes by leveraging IoT devices in the classroom for insight and CPD.

Brief

ONVU Technologies are looking for a Vice President (VP) Commercial to lead the sales, business development and commercial strategy efforts globally for the Surveillance and Security Business division which includes Oncam, the leader in wide angle and 360 video technology. We are looking for that rare breed of a hands on strategic commercial leader with a passion for developing the business in the surveillance space, team development through coaching/mentoring and vision for future uses of our tech in the surveillance space and beyond. Reporting to the Group COO, the individual should excel in a collaborative environment and be capable of catapulting our business into its next stage of growth. The successful candidate will be an experienced commercial leader who has demonstrable P&L management experience, proven revenue growth background and new product positioning and go to market strategy in entrepreneurial companies, has excellent people skills, exemplary work ethic, goal orientated and sound business acumen.

The ideal individual will have a long history of demonstrating an empathic approach to customers, focused marketing, strategic planning, building strong customer relationships, be goals oriented and have success in using market know how to specify, strategize, and define opportunities.

This is an exciting time to join and lead this part of the business. ONVU Tech has an advanced cloud and IoT platform with a cloud connected version of its camera platform - a key part of this role is to help design and strategize the value proposition and route to market for these technologies with the Executive team.

Responsibilities

- Be a senior Subject Matter Expert to the business on the global surveillance and security market trends & opportunities.
- Ensure the business has an up to date and accurate assessment of the total addressable market for the product portfolio in collaboration with marketing.
- Responsible for seeking, onboarding, and building revenue from new regional and global strategic alliance partners.
- Responsible for devising the next opportunity for the division by leveraging the ONVU Technologies technology stack.
- Actively contribute to the ideation, product design, market position and go to market strategies for new product lines, brands and businesses - leveraging our core competencies, cutting edge technologies and market expertise.
- Work closely and collaboratively with technology and business partners to open new markets and expose new customers categories to our brands.
- Be at the forefront of collaborating with the Marketing Director and their team to grow the Oncam and other brands globally.
- Working closely with the group Executive team to devise new pricing strategies based on GTM and geographic differences.

- Responsible for the global revenue target per annum generated via the division.
- Creation and presentation of business cases/justification for new technology partners based on solid and tangible data to enable the Executive team to make a decision e.g. New integration project into a new Video Management Software.
- Responsible along with their team for inputting into the product roadmap in collaboration with product management on an annual basis with quarterly product roadmap reviews.
- Line management of current senior Oncam commercial team members in the US.
- Drive revenue and profitability whilst meeting the company's margin and growth objectives.
- Define and achieve budgets and forecasts for the division.
- Collaborate on marketing initiatives for the division with Marketing Director in line with overarching sector strategy.
- Propel sales leadership within the division to develop and implement revenue driving strategies, which create long-term customer and business value.
- Work closely with Customer Experience Director to define and deliver on the customer value proposition, without sacrificing firm profitability targets.
- Maintain a customer-first focused organization.
- Effectively resolve issues across sales and business development areas across the division – must be comfortable with conflict management, addressing issues, and solving problems in a practical and healthy manner
- Build a winning sales team/business development team and organization through hiring and inspiring team members.
- Lead, motivate and develop the divisional commercial team through coaching and mentoring, carrying out regular one to ones and team meetings.
- Create accountability within the company by developing appropriate metrics, performance expectations & incentivisation programs for their team.
- Consistently demonstrate a passion for ONVU Technologies group core values
- Flexible to carry out any other duties which may reasonably be required of you.

Essential Requirements

- Experienced with business-to-business commercial operations and strategy in hardware and/or software product organization
- An ability to bring a high degree of positivity to an ambitious environment and take absolute joy in collaborating with teammates at all levels whilst maintaining the highest levels of respect & empathy for all.
- An ability to devise and execute a go to market plan for our portfolio in the surveillance and security space and industries beyond.
- An ability to build and retain external relations long term whilst continuing to leverage them to ensure growth of the business.
- A demonstrable history of coaching and mentoring direct reports to enable their personal growth.
- An appreciation of technology and how it is applied to create compelling Value Propositions
- Ability to travel frequently, up to 30% internationally.
- Experience in developing and implementing revenue strategies in both direct and partnership models.
- Experience in developing and implementing sales strategies aligned to achieve company's growth and revenue targets.
- Experience of working collaboratively alongside Marketing
- Comfortable with a variety of media duties
- Experience in generating and being accountable for budgets and forecasts
- Adept in using CRM tools
- Experience of the various routes to market typically leveraged in the technology product space and the roles of the various stakeholders including channel partners and distributors.
- Analytical evaluation of markets, trends, and products
- Adept at transitioning seamlessly from a strategic level vision to day-to-day tactical operations.
- Working knowledge of data analysis and performance/operation metrics
- A demonstrated execution mindset and a record of success holding people accountable through supportive management methods.
- Ability to create a healthy organizational culture.
- Excellent interpersonal communication skills.

Skills and Understanding

- Ability to set and consistently hit targets.
- Excellent verbal, written, presentation, and interpersonal skill
- Ability to adapt to change in a fast-paced environment.
- Ability to negotiate and influence
- Ability to solve multi-faceted problems
- Ability to manage complex projects in parallel
- Strong attention to detail and ability to deliver quality in a dynamic fast paced environment
- Ability to effectively deal with conflict
- Proficiency at developing presentations and making these presentations to peer groups, customer's senior management, seminars, or conferences.
- High attention to detail
- Ability to work collaboratively in diverse teams across departments and geographic region