

## Chief Commercial Officer (m/w/d)

### About us:

What do Formula 1 racing cars, aircraft engines, drones and wind turbines have in common? In all these applications and many more the aerodynamics are optimized and controlled by products from us - Vectoflow. From an individual probe to a complete system: using 3D printing and smart software solutions, we develop individual flow measurement technology that adapts perfectly to the area of application and delivers reliable results even under difficult conditions.

Vectoflow is a young, innovative, and creative company. We value creativity, team spirit and the courage to break new ground. As a driver of innovation in the field of probes and measurement technology for promising industries such as drones, aerospace, wind energy and aerodynamics, we are already active in our target markets worldwide. Based in Gilching, we serve customers in Europe, Asia, and North America. Who are we looking for? People who think like we do and who want to make a difference! Because we offer the opportunity to develop in flat structures and to advance our company together. Our team is diverse, international, and passionate. With us, attitude counts just as much as experience and the will to succeed!



### Your responsibilities:

As the Chief Commercial Officer (CCO), you will be a key member of the executive team, responsible for developing and implementing the commercial strategy to drive growth and profitability. You will oversee the sales, marketing, and customer service functions, ensuring alignment with the company's overall goals and objectives. This role requires a strategic thinker with a proven track record in commercial leadership, particularly within the tech or engineering sectors.

## Key Responsibilities:

- **Commercial Strategy Development:**
  - Develop and execute the company's commercial strategy to achieve revenue and market share growth based on Vectoflow's overall company strategy.
  - Identify new business opportunities and market segments
  - Establish pricing strategies and policies that enhance profitability and competitive positioning.
  - Integrate distributors and local offices in the overall sales strategy.
- **Sales Leadership:**
  - Lead, mentor, and manage the sales team to meet and exceed sales targets.
  - Build and maintain strong relationships with key customers and partners.
  - Oversee the development of sales plans, forecasts, and budgets.
  - Collect sales reporting from local offices and distributors worldwide and prepare a regular sales report.
- **Marketing Oversight:**
  - Develop and implement marketing strategies to enhance brand awareness and generate leads.
  - Oversee the creation of marketing materials, including digital content, brochures, and presentations.
  - Manage market research efforts to stay informed about industry trends and competitor activities.
- **Product Development Collaboration:**
  - Work closely with the product development team to align product offerings with market needs and customer feedback.
  - Provide commercial input during the product development lifecycle to ensure market viability.
- **Financial Management:**
  - Prepare and manage the commercial department budget.
  - Monitor financial performance and report on commercial metrics to the executive team.
  - Identify cost-saving opportunities and efficiency improvements within the commercial functions.

### **Qualifications:**

- Bachelor's degree in Business, Marketing, Engineering, or a related field; MBA or advanced degree preferred.
- Minimum of 5 years of experience in commercial leadership roles, preferably within the tech or engineering sectors.
- Proven track record of driving revenue growth and market expansion.
- Strong leadership and team management skills.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to think strategically and execute tactically.
- Experience with flow measurement solutions or similar technologies is a plus.
- A passion for innovation and a drive to contribute to the advancement of measurement technology.
- Open to new ideas - Can-do attitude
- Fluency in written and spoken English and German

### **Personal Attributes:**

- Entrepreneurial mindset with a proactive approach to problem-solving.
- Results-driven and customer-focused.
- Ability to thrive in a fast-paced, dynamic environment.
- Strong analytical and decision-making skills.

### **Your benefits:**

- Working in a young, dynamic, and creative team
- Working directly with different customers worldwide
- Being on the pulse of an innovative & technology leading company
- Driving the growth of a Start-Up

### **Contact:**

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