

Chief Commercial Officer (m/f)

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Kategorija Senior Management

O KLIJENTU

Our client is a growing company specializing in digital solutions that enhance operational efficiency and user engagement for regional businesses. By providing tools that simplify complex processes and improve service delivery, the company supports its clients in achieving their goals with greater ease and profitability.

With a focus on innovation and adaptability, the company's platform offers tailored features designed to meet the unique needs of its clients, ensuring seamless experiences for both service providers and their customers. Backed by a team of around 40 professionals, including in-house developers, the company continues to set itself apart by delivering flexible and user-friendly solutions that drive success in a competitive market.

The Position

The Chief Commercial Officer (CCO) will be a key driver of the company's expansion across Croatia, Slovenia, and Bosnia. Leading the Sales and Marketing teams, the CCO will implement strategic initiatives that drive revenue growth, client acquisition, and brand positioning in the region. This role includes scaling the Account Management and Marketing departments, aligning them with the company's long-term goals, and setting up high-performing, data-driven commercial operations.

The CCO will oversee a team of 14 people, including department heads in Account Management and Marketing, spread across Croatia, Slovenia, and Bosnia. The role also involves developing scalable processes for outbound sales, performance

marketing, client retention, and pricing optimization, as well as expanding market presence in Bosnia, a developing market with significant growth potential.

Key Responsibilities

- **Strategic Growth Leadership:** Develop and execute comprehensive sales and marketing strategies to expand the company's footprint and attract high-value clients in all three markets.
- **Team Leadership and Development:** Guide and empower regional teams in Croatia, Slovenia, and Bosnia, fostering collaboration and aligning their efforts with company objectives.
- **Operational Efficiency:** Design and implement efficient, scalable sales and marketing processes, ensuring teams focus on high-priority activities and targets.
- **High-Impact Relationship Management:** Build and nurture relationships with key accounts, ensuring exceptional client satisfaction and long-term partnerships.
- **Sales and Performance Management:** Drive achievement of sales targets and oversee key performance metrics across account management and marketing.
- **Market Development:** Explore new revenue opportunities and foster strategic partnerships to strengthen the company's presence in developing markets.
- **Data-Driven Decision-Making:** Leverage analytics and CRM tools to refine sales strategies and improve decision-making processes.

The Candidate

- 8 to 10 years in B2B2C sales environments, ideally in digital or marketplace-focused industries with a minimum of 3 years in a commercial leadership role, with experience managing cross-functional teams and fostering a goal-driven, collaborative culture.
- Proven track record in developing and implementing structured sales strategies and managing client relationships at a high level.

- Familiarity with event participation and the technology sector is considered a strong asset.
- Thrives in fast-paced, high-growth environments, focusing on scaling operations and delivering impactful results.

What's in it for you?

This is a rare opportunity to join a dynamic and innovative company at a pivotal stage of its growth. As CCO, you will shape the commercial direction of the company, drive significant market expansion, and leave a lasting impact on the industry.

The position offers a competitive compensation package, including performance-based bonuses, equity participation options, and a company car for professional and personal use. Additional benefits include generous vacation allowance, insurance coverage, wellness programs, and holiday bonuses, all designed to support a balanced and rewarding work experience. A collaborative environment and the opportunity to influence the future of a growing industry await the right candidate.

If you are an experienced professional with a passion for driving growth in logistics and would like to contribute to our client's success, we invite you to apply. Please send your resume and a brief motivation letter in English. All applications will be handled with the utmost confidentiality.

Your personal information as well as the information you provide in your resume is processed solely for job search purposes. We process your information until you request that we exclude you from our base of candidates. Additional information on the protection of personal data is available on these pages at

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