

Job Description

At ROTIOT, we are passionate about the connectivity of "Things" to the cloud. We harness the value of the top trend technologies that are changing the world we live in and are committed to our partners who share the same passion.

ROTIOT is a growing Internet of Things start-up company looking for a Chief Operating Officer (COO) to be the right hand of our thriving CEO.

Objectives of this Role

- Collaborate with the CEO in setting and driving organizational vision, operational strategy, and hiring needs
- Translate strategy into actionable goals for performance and growth helping to implement organization-wide goal setting, performance management, and annual operating planning
- Oversee company operations and employee productivity, building a highly inclusive culture ensuring team members thrive and organizational outcomes are met
- Ensure effective recruiting, onboarding, professional development, performance management, and retention
- Adhere to company, federal, state, and local business requirements, enforcing compliance and taking action when necessary

Daily and Monthly Responsibilities

- Analyze internal operations and identify areas of process enhancement
- Develop actionable business strategies and plans that ensure alignment with short-term and long-term objectives developed in tandem with the CEO
- Directly oversee operations, HR, and accounting, and partner with the CEO on sales management to budget for sufficient investment capital to achieve growth targets over the near term
- Aggressively manage capital investment and expenses to ensure the company achieves investor targets relative to growth and profitability
- Monitor performance with tracking and establish corrective measures as needed, and prepare detailed reports, both current and forecasting
- Maintain and build trusted relationships with key customers, clients, partners, and stakeholders

Skills and Qualifications

- Bachelor's degree in business administration, or related field
- 5+ years experience in executive leadership positions
- Leadership skills, with steadfast resolve and personal integrity
- Understanding of advanced business planning and regulatory issues
- A solid grasp of data analysis and performance metrics
- Be able to diagnose problems quickly and have foresight into potential issues

Preferred Qualifications

- Master's degree in business or related field
- Fundraising experience
- International business experience

To Apply : send us your CV to info@rotiot.ch