



Head of Operations

Overview

We are a technology-led high growth business supported by venture capital, with multinational clients. At the heart of this young business is a satellite technology-based service which can change lives and has significant environmental benefits. Our dataset holds a large amount of ground and structure deformation information for infrastructure, property, insurance, asset management and construction applications.

The Role

Working closely with the CEO, the role will encompass a wide range of commercial and operational duties including preparing proposals for new business, pricing structures, contracts and agreements, quality assurance, HR including staff development, developing financial strategy, supervising accounting and reporting.

The candidate will be expected to turn their hand to whatever is needed to help this company succeed. This will include developing product knowledge and becoming a technically-competent user and seller of our client's products and services. The role will also require actively supporting and managing business development support tasks such as preparation and delivery of materials for marketing, tenders and presentations.

Candidate Skill and Experience

Candidates should have a broad commercial and ideally financial background; you may be a qualified accountant, business studies graduate or hold an MBA. You will need to be operationally savvy and have developed from being a manager and be aspiring to a senior leadership position.

You must be self-motivated, enthusiastic, and demonstrate the ability to take a proactive hands-on approach. You must have excellent interpersonal skills combined with strong verbal and written communication skills.

You must be willing to travel where required to develop relationships and secure business, although overseas travel is not expected to exceed approximately one month per year for the foreseeable future.

This is an entrepreneurial role within a small, fast growth, technology start-up. The successful candidate must be a natural self-starter, have initiative and enthusiasm in abundance, be highly organised and professional, and be happy to work outside their comfort zones in order to succeed.

Salary and Benefits

Competitive base salary in line with skills and experience, cash bonus subject to performance, 25 days holiday per year plus UK bank holidays increasing with service, flexibility on working arrangements, staff socials and activities and other benefits.

For more information, please email matthew.bray@satsense.com although we request that no agencies contact us.