

# Head of Commercial

As the Head of Commercial at Mazuma you are accountable for and responsible for the delivery of the annual revenue number.

The Company has aggressive growth targets. You will be responsible for delivery of a 5-fold increase in Company ARR over a 3 year period.

You will play a vital role in overseeing the sales and marketing teams, ensuring that they align with the company's growth objectives and market dynamics. Your position, crucial to the company's expansion and success, will involve reporting directly to the CEO, providing regular updates and tactical plans to guide the company's overarching revenue goals.

Mazuma, a scaling organisation, is focussed on driving results through data-driven insights and with ROI at the heart of their decision making. The right candidate will have an appetite for a scale-up environment and be willing to get involved in a rapidly evolving workforce with big ambitions.

## Key Responsibilities:

### Tactical Leadership:

- Develop and execute revenue strategies to achieve short and long-term company goals.
- Align and optimise the company's revenue operations across sales, marketing, customer success, and partner channels.

### Sales & Growth:

- Oversee the sales team, ensuring sales targets are met or exceeded consistently.
- Identify new market opportunities and devise strategies to tap into these markets.

### Data Analysis:

- Use analytics and data-driven decision-making to forecast, track, and report on revenue trends.
- Leverage data and analytics to optimise pricing, product packaging, sales compensation, and channel mix.
- Monitor the competitive landscape and market conditions to identify threats and opportunities.

### Team Development:

- Coach and develop the sales, marketing, and customer success teams to foster excellence and growth.
- Collaborate with HR to recruit top-tier talent, ensuring the revenue team's continued growth and success.

### Stakeholder Management:

- Work closely with the CEO, COFO, and other C-suite executives to align revenue tactics with company goals.
- Foster strong relationships with key partners, and stakeholders.

- Maintain an intimate understanding of market conditions, competitive landscape, and growth opportunities.

Product Collaboration:

- Partner with product and engineering teams to align product offerings with market needs.
- Provide feedback from clients to influence product development.

**Experience and Qualifications**

- Demonstrable experience in senior revenue leadership roles at high-growth companies.
- Record of successfully scaling revenue into 8+ figures.
- Data-driven approach to optimising revenue operations.
- Expertise leading high-performance sales, marketing, and customer success teams.
- Outstanding communication, presentation, and negotiation abilities.
- Relishes a fast-paced, dynamic work environment.

Please apply directly to Lucy Cohen at [lcohen@mazumamoney.co.uk](mailto:lcohen@mazumamoney.co.uk)