

Opportunity Profile Chief Executive Officer

ABOUT OUR CLIENT

Our client, a publicly traded and growth-focused organization in the Product Information Management (PIM) sector, is seeking a dynamic and visionary Chief Executive Officer (CEO) to lead the company into its next phase of innovation and expansion. This critical leadership role encompasses responsibility for defining the strategic direction, driving sales growth, ensuring operational excellence, and building a high-performing team to deliver sustained shareholder value.

SUMMARY JOB DESCRIPTION

Reporting to the Board of Directors, the CEO will function as the strategic and operational leader of a publicly traded Product Information Management (PIM) company, with a mandate to drive growth, foster innovation, and ensure operational excellence. The CEO will be responsible for defining and executing the company's vision, optimizing financial performance, expanding market presence, and building a high-performing team to deliver sustained shareholder value.

In collaboration with the Board, the CEO will oversee all facets of the business, including strategy development, product innovation, operational management, and stakeholder engagement. The role also involves cultivating a culture of accountability, collaboration, and continuous innovation.

This position requires a proven leader with a demonstrated ability to scale technology-driven organizations, a strong history of success within companies, and an entrepreneurial mindset geared toward sustainable growth.

ROLE AND KEY RESPONSIBILITIES

A - STRATEGIC LEADERSHIP

- Developing a high performing, innovative culture and team focused on creating value for customers and shareholders, and operating according to the corporate values;
- Staying abreast of competitor positioning, customer needs, and industry trends to inform the strategic direction of the business;
- Alongside the Board, leading strategic sales planning processes and producing operating plans, budgets, and capital allocation requests;
- Driving the execution of strategic business plans;
- Skilled in communicating with shareholders, analysts, and the Board of Directors, ensuring transparency and alignment with corporate goals and market expectations.
- Assessing, monitoring, and evaluating key drivers of corporate value and the financial performance.

B - REVENUE AND BUSINESS DEVELOPMENT

- Demonstrated ability to drive significant revenue growth, identify and capitalize on market opportunities, and build strategic partnerships to expand market reach and customer base.
- Representing and promoting the company in a positive manner aligned with stated values in all dealings internal and external;
- Actively identifying opportunities for business development and providing strategic input and acting as a key negotiator in strategic initiatives;

C - FINANCIAL MANAGEMENT

- Maximizing the financial profitability and minimizing the working capital requirements of the company, ensuring that the cost structure and capital structure are appropriate;
- Development of annual budgets for approval by the Board, and updating to budgets as the year progresses;
- Protecting the company's assets and resources through proactive risk management.

D - BOARD MANAGEMENT AND GOVERNANCE

- Collaborating with members of the Board to ensure proper governance and oversight;
- Ensuring that a transparent and "no surprises" approach is taken in all dealings with the Board;
- Actively seeking out Board members' input, advice, and counsel;
- Managing compliance with all legal requirements and leading the management of any legal processes.

PROFESSIONAL QUALIFICATIONS

- Experience leading a high-growth, technology-driven business and driving new revenue growth;
- Demonstrated experience building organizational capability, structure, and processes;
- E-Commerce/Retail Technology or Supply Chain/Logistics Technology
- Experience building high performance teams;
- Experience working alongside a Board of Directors building strategic capability and sales strategy;
- Experience with publicly traded organization would be considered an asset.
- Excellent communication skills;
- Entrepreneurial attitude

EDUCATION

- Relevant academic credentials, preferably a bachelor's degree in Business Administration, Engineering or Commerce;

Express Your Enthusiasm

Email a convincing cover letter and tailored resume to **John Dugdale** at **calgary@leadersinternational.com** indicating the job title in the subject line of the email.

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