

Company: Senstone Inc. (senstone.io)
Position Applying For: Chief Operating Officer (COO)
Position Location: Remote (US-EU) with min. 30% time spent at HQ in Lviv/Kyiv (Ukraine).

Senstone Inc. is hardware and software development company, C-Corp Delaware, specializing in voice tech and seeking for a results-oriented person for a Chief role. We ran several successful crowdfunding campaigns, have launched Amazon sales and need help in getting the product to the market and in front of businesses. This person will be responsible for **enhancing business operations and sales performance** while maintaining profitability for the company.

DUTIES AND RESPONSIBILITIES:

- Building business strategy and executable plan for the company.
- Serve as a head of management for an organization.
- Contacting potential business clients to establish rapport, arrange meetings and close deals.
- Fundraising through b2b client or VCs / investor.
- Researching organizations and individuals to find new opportunities.
- Developing proposals for clients.
- Responsible for planning and budgeting process.
- Participate in hiring process.
- Attending conferences, meetings and industry events.

KNOWLEDGE AND SKILLS:

- Outstanding track record of achievements in business and/or sales.
- Strong budgeting and financial skills.
- Minimum 5 yrs experience managing a team, prior experience in startups is a plus.
- The ability to quickly assess the operational needs and sales opportunities.
- Ability to creatively identify options to problem resolution.
- Tech related experience is an advantage.

EDUCATION AND WORK EXPERIENCE:

Relevant Master's Degree in entrepreneurship or business administration.

JOB TYPE: Full-Time

SALARY: \$36,000 - \$60,000 (annual), significant equity.

CONTACTS: All interested candidates are encouraged to send their CV or LinkedIn Profile with the cover letter to the following email address: contact@mg.senstone.io