



VACANCY

Managing Director

Requirements

- Over 10 years of work experience
- Familiar with growing organizations
- Experience with a platform product
- Entrepreneurial spirit
- Commercial mindset

 Utrecht  Minimum of 10 years experience



Camenai helps clients—such as municipalities—get in control of the public space. Using the latest visualizations of physical environments, the Camenai platform allows for smart and effective management of public spaces, early detection of problems, and efficient deployment of resources. The Managing Director will help Camenai’s profitably grow in the next few years.

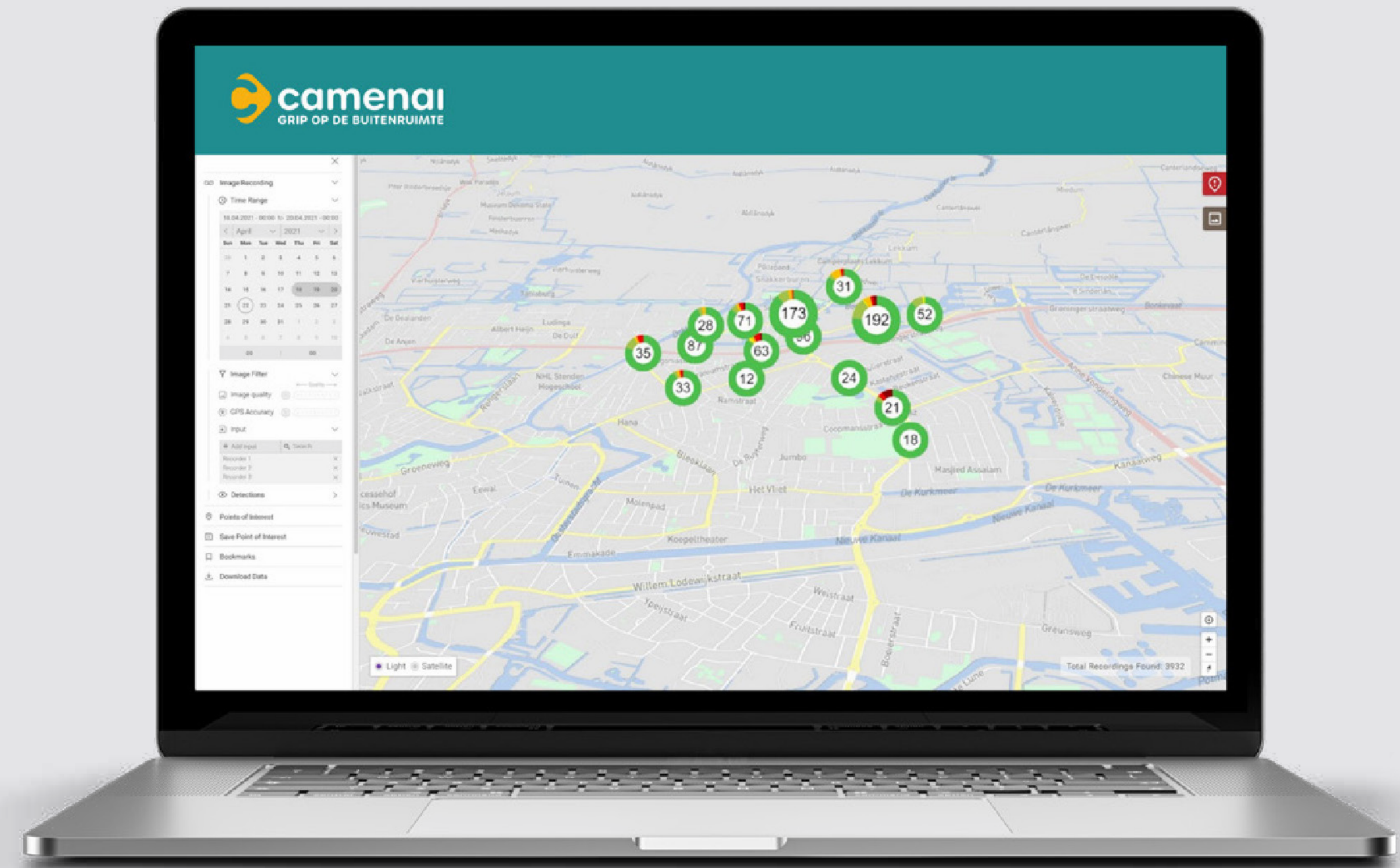


CamenAI

Two years ago, Camenai was founded round the compelling idea of high-frequency imagery data collection as a trade-off to companies that only collect imagery data every (two) year(s). Camenai can offer reliable, economical, monthly or weekly imagery data collection because of its smart platform and equipment choices. The company uploads large amounts of imagery data collected with “simple devices” to a central platform to allow for ongoing and ad-hoc management of public spaces. For instance, instead of deploying a road sweeper to clean an area on a fixed day of the week, Camenai helps municipalities decide when and where to deploy their resources based on the ever-shifting current situation.

Camenai’s Public Space Dashboard provides insight and overview by detecting deviations from a predetermined baseline and displaying them visually. This allows clients to deploy their resources more efficiently—always at the right time and the right place. The company offers various modules (incl. Litter Detection, Waterway Monitoring, Traffic Signs Monitoring, and Drain Water Monitoring) and is in the process of developing several others. Commercially, the company focuses on larger municipalities and Boards of Public Works/District Water Boards (Waterschappen), as well as serving some clients in the private domain. While currently mainly active in the Netherlands, Camenai is gearing up for internationalization.

With just under ten employees, Camenai is still a small company with the characteristics of a startup, although expecting significant growth—including doubling their sales. Meanwhile, the Camenai team benefits from its ties with its larger sister company—that has existed for over 40 years and has offices in the US, Germany, and The Netherlands—in terms of operations and fringe benefits, such as mature pensions and insurance schemes.





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Managing Director

The Managing Director will lead Camenai into its next growth phase. They will report to the Global Strategy Director of the larger sister company and head the Camenai team. The Managing Director will be responsible for all aspects of the business, with a strong emphasis on product development and commercial growth. Since Camenai is a startup supported by a mature organization, the Managing Director will have the freedom and flexibility to head up a young company while being able to depend on the expertise, support, and international network of executives of the larger sister company.

The Managing Director's priority will be to anchor Camenai within the Dutch market as a trusted and sought-after partner for municipalities and Boards of Public Works/District Water Boards. Camenai's business plan for 2023 includes significant sales growth. The Managing Director will need to be commercially minded, able to build relationships, and pitch Camenai's platform effectively to the right types of target organizations, while coaching the (sales) team. By the end of 2023, Camenai should be a solid player in the Dutch market and ready to target large municipalities outside of the Netherlands.

Product development and strategy will also be important focus areas. The platform needs to be enriched with additional features, and new modules will also have to be designed and launched. A keen understanding of customer needs and the value of potential applications is key in helping the development team prioritize choices and execute platform development.



This is an exciting opportunity for someone who has executive experience—for instance as COO, CCO, or CEO—in a data or platform driven organization and expertise in working with government bodies, and who is looking for a role with real global impact. The right candidate feels right at ease in a free and flexible role and can foster and support Camenai's committed and driven startup culture, while leading the company towards its next, exciting steps on the way to maturity and profitability.

Interested? CamenAI is working with Top of Minds to fill this vacancy. To express your interest, please contact Gijs Millaard at gijs.millaard@topofminds.com.



“The Managing Director will need to balance between building a strategic, long-term product vision and executing on the day-to-day commercial and operational goals. Winning RFPs and ensuring timely project delivery is an important component of Camenai’s growth plan. Meanwhile, Camenai’s platform will only reach its full potential through further development, investment, and knowing when not to pursue a project—for instance because it’s too small or too niche. The Managing Director will need both gravitas and curiosity to deliver on these expectations.”

Joeri Keijzers, interim Managing Director at Camenai