

Vacancy at Confidential Client

# Chief Executive Officer (CEO) Spain

CLIENT  
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## Kandidaatprofiel

- Over 15 years of experience
- In enterprise sales and key account management, with a track record of scaling across European markets
- Background in SaaS, technology and/or telecommunications or ERP environments
- Past experiences in P&L responsibility is highly preferred
- Strategic, business-driven mindset
- Demonstrated ability to build and lead high-performing teams
- Fluent in English and Spanish

 **Southern Spain**



**A Spanish technology company delivering vertical software for clients across Europe and Latin America is entering a new phase of accelerated growth. The business is strengthening its leadership to support complex operations through scalable, high-impact digital solutions. The Chief Executive Officer will steer this next chapter and drive expansion across European markets.**

# About the company

**This Spanish technology company brings a long track record in delivering enterprise management software and digital solutions to large organisations across multiple international markets. It supports operational modernization and data-driven decision-making through advanced digital capabilities. Its offering spans modular ERP and CRM platforms, bespoke development services, business intelligence solutions and Artificial Intelligence applications designed to streamline processes and provide end-to-end operational visibility.**

Underpinned by a strong engineering culture and a commitment to scalable SaaS platforms, the company supports both long-term transformation programs and day-to-day operational excellence across multiple industries. Its software development hub in southern Spain brings together specialized technical teams to create custom systems, integrations and analytics that enhance digital maturity and support sustainable growth in diverse markets.

Following an acquisition by a strong and professional Pan-European software group, the organization has recently entered a new phase of expansion. Its growth strategy focuses on accelerating international development, scaling its product portfolio and reinforcing its position as a leading provider of business-critical enterprise software.





# Chief Executive Officer (CEO)

**The Chief Executive Officer (CEO) will lead the company into its next phase of growth, overseeing international expansion and scaling the business while preserving its entrepreneurial culture and identity. Working closely with a high-caliber leadership team including the Commercial Director, Chief Financial Officer, Chief Operating Officer and Chief Technology Officer, the CEO will own the P&L, enforce disciplined cost control, and execute a clear growth strategy for Europe, while deepening existing client relationships and expanding strategic accounts. Ensuring a stable, well-governed evolution, while safeguarding its operational autonomy within its wider corporate structure, will be central to the mandate.**

With a focus on disciplined transformation and long-term strategic direction, this position strengthens operating models and establishes scalable processes to support sustained growth across the organisation. Close collaboration with key stakeholders across the organisation -including employees, customers, partners, distributors and the group- will ensure strategic alignment, foster cooperation, and accelerate commercial performance while increasing account value, retention among key clients, and overall market positioning.

Transformation towards a full Software as a Service (SaaS) company and further professionalization will be a core element to this mandate.

## **Business-driven, strategic leadership**

This role is designed for a highly organized and analytical leader with a strong commercial edge. It calls for a strategic, business-driven profile, focused on delivering measurable results while building scalable structures to support sustained growth.

The successful candidate will influence distributors and partners through clear communication, lead with autonomy rather than micromanagement, and shape high-performing executive teams. A disciplined, outcomes-oriented approach will be central to the mandate.

With a background in enterprise sales and large-account management within SaaS, technology and/or telecommunications or ERP environments, the ideal candidate brings experience scaling operations across European markets and driving sustained regional growth. They will be comfortable combining commercial momentum with operational rigour, ensuring expansion translates into durable profitability and a stronger platform for scale. Their ability to align stakeholders, drive commercial strategy and execute with precision will position them as a key architect of the company's next phase of development.

*“This is a high-impact mandate for a business-driven leader to steer the company through its next phase of European expansion, deepen strategic client relationships, and architect a scalable, resilient organisation that will define its future.”*

This position sits at the centre of a defining growth phase for the business, leading European expansion and shaping a scalable, high-performing organisation. It is designed for a Spanish- and English-fluent executive with an entrepreneurial mindset, a strong drive to build companies, and the presence to engage senior stakeholders and convert ambition into lasting impact across an international environment, based in the South of Spain.





# Interesting?

This Company is working with Top of Minds to fill this vacancy.

To express your interest, please contact Ana Moya at

[anamoyamorales@topofminds.com](mailto:anamoyamorales@topofminds.com).



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