



#VACANCY

DIGITAL

LOGISTIEK



Here's an opportunity to take a revolutionary technology and completely disrupt the big incumbents in the logistics industry. Quicargo has developed a game-changing product that will transform the way cargo transportation is done currently. Now is the time to appoint a CCO who can grow the business multi-fold.

ABOUT

QUICARGO

“This is a chance to make a difference to the way the logistics industry works and be responsible for expanding a company across Europe.”

AVISHAI TRABELSI,
FOUNDER

Out of the 6.5 million trucks on European roads, 50% are currently driving empty. This offers a real potential to use all of that empty capacity, which results in less congestion on the roads, a smaller carbon footprint, more sustainability, and more options for small businesses to move their goods. Avishai Trabelsi and Roni Liberman, two Israeli entrepreneurs, realised that potential and founded Quicargo to fill that market need and change the way logistics works.

Quicargo is a service using a cutting-edge technology which maps the empty capacity on trucks ('carriers'), to companies that need to send goods across ('shippers'). It is a service that finds a match and makes the booking in 30 seconds flat through a seamless, easy-to-use experience. It is like booking a taxi within a minute on your app – and we all know how successful that has

been – so, imagine the potential with 6.5 million trucks in Europe and beyond.

Quicargo's headquarters is located in Amsterdam and the company is now fully operational in the Benelux and Ruhr Area. The startup currently connects more than 2,000 businesses to roughly 6,000 trucks from 300 carriers. Up until now, Quicargo has saved up to 250,000 km of empty truck space on the road and thereby reduced CO2 emission with 3% inside their network. In the last two and a half years, Quicargo's success has been extraordinary. It has grown to \$1M in revenues with growth last year of 400%, it has rounded up a series of well-respected investors, it has signed up industry leaders (ex-TNT) to be advisors, and the team expanded rapidly. If that seems impressive, the plan for the next two years is even more so – the aspiration is to grow the business five-to tenfold, expand into Germany and Belgium, and grow the team even more.

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CCO

The CCO will get the opportunity to make a real difference by growing the company many times in size, expanding across Europe, setting up a team and actually delivering impact which changes the logistics industry completely.

The primary responsibility will be growing the business commercially, which means laying out the commercial strategy, growing the base of shippers & carriers, pricing & negotiating, ensuring sales close, while building and leading a team of 20+ marketing, sales, and customer service enthusiasts. As the right hand to the CEO, the CCO will help set up the businesses in Belgium & Germany and scale the Quicargo team across locations.

Quicargo combines the best of a start-up and a professional environment. It is an exciting environment, with no two days being the same. There is a lot of entrepreneurial spirit, and the CCO will get ample opportunity to do what they want in the way they want to. The culture is informal, the team is fairly young, extremely international and very energetic. At the same time, there is an element of professionalism built into the team. There are systems and processes in place. Their way of working is quite structured while offering huge scope for innovation & flexibility. In short, the CCO will join the founding team of a well-funded, well-staffed scale-up and make a real difference to the logistics industry.

***“I’ll give
our CCO a
business of €1M,
and I need him to
grow it to €10M
in 1-2 years.”***

AVISHAI TRABELSI,
FOUNDER

CANDIDATE PROFILE

- Strong analytical and critical thinking skills
- Start-up experience knows how to get things set up in a founding team
- Proven track record of growing a start-up / scale-up commercially
- Can roll up their sleeves and get work done, but also step back and think about how to grow the business in a challenging environment
- A team leader, who is able to take charge of 20+ direct reports and help them reach their full potential,
- Able to lead initiatives such as setting up the team in Germany
- Thought partner to the CEO, and a rock-solid pillar for the entire team
- Prior experience in the logistics & transport industry is not required but it is a plus
- Experience building and nurturing high-performing sales and marketing teams



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