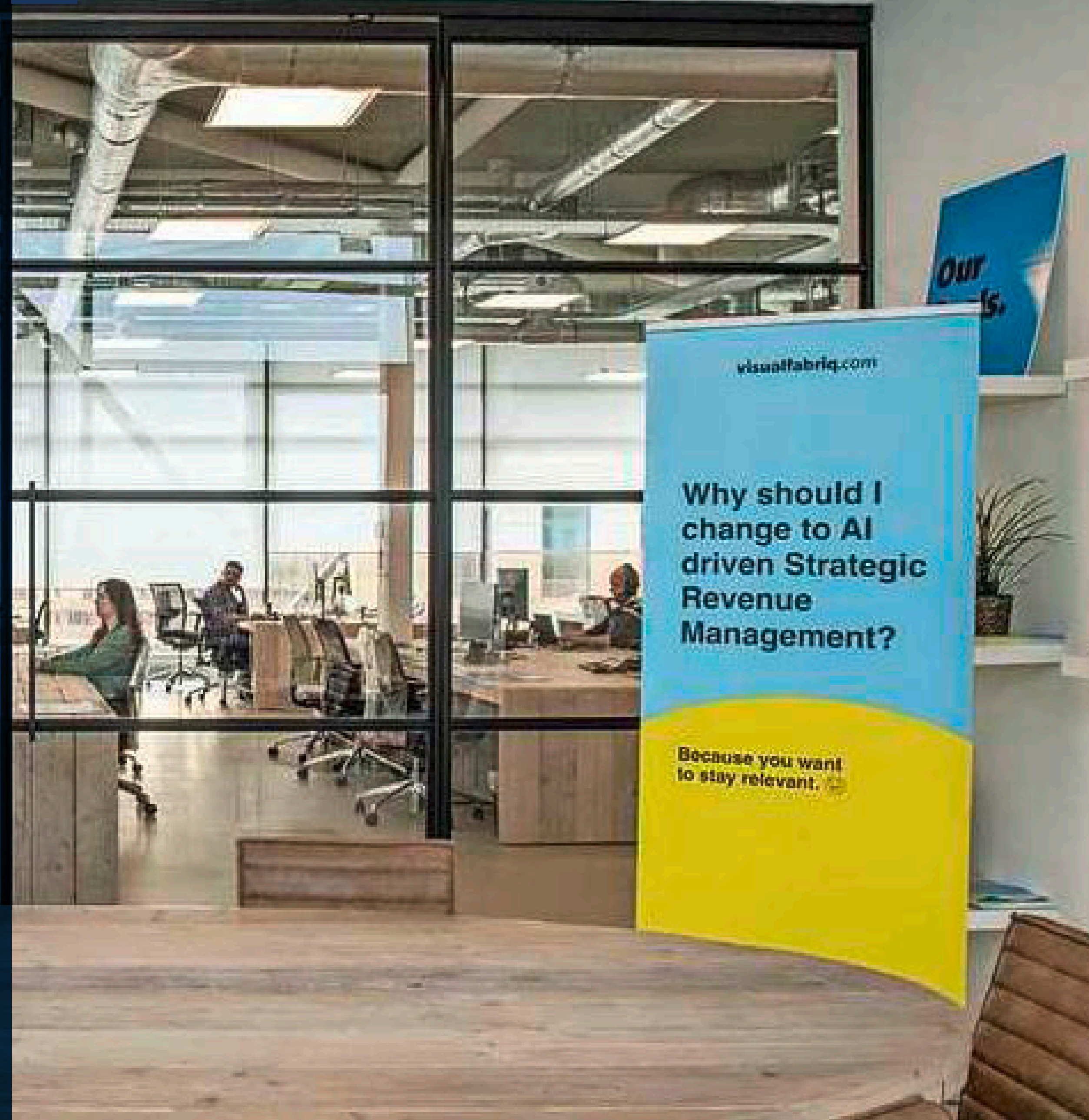visualfabriq

VACANCY

Chief Deployment Officer

Requirements

- Over ten years of experience in (global) projectmanagement, digital consulting or delivery management
- Extensive SaaS-experience
- Strong Communication Skills
- Self-starter
- Stakeholdermanagement

📍 **Maarssen**   💼 **Minimum of 10 years experience**

Visualfabriq is the answer when it comes to FMCG companies that want to make the most of their revenue growth management. The SaaS solution integrates big data, AI and workflow and transforms them into valuable insight, that enables them to empower their people and make their profits higher. Due to the optimal use of the of the platform, the Chief Deployment Officer makes sure that Visualfabriq is able to make headway in terms of their international growth ambitions.

About Visualfabriq

Tech-entrepreneurs Carst Vaartjes and Jaco Brussé worked together for years in the FMCG industry. After all that time they shared one big frustration: why in the midst of all these new technological inventions it did not seem possible for FMCG companies to acquire all the available data, integrate them in the best way possible and translate them into objective insights that really helped bring the business forward.

In 2013 Jaco and Carst joined forces and set up VisualFabriq. Their mission was very clear from the get go: to use technology to improve revenue management for FMCG companies, in order to make them future proof in the best possible way. Their innovative SaaS-solution turned out to be a winner: today VisualFabriq is able to work with big names such as Unilver, Nestlé and Mars.

Upsell, expansion and maximum scale

By providing even better service to existing clients, attracting more top-tier companies and making the platform even more scaleable, the scale-up wants to ensure maximum growth both in the Netherlands and abroad. A recent investment by a British investment company enables Visualfabriq to make that transition. Investing in a solid organizational structure with the right people is a prerequisite, as is maximum scale of the platform. Stemming from that ambition the organization is attracting a Chief Deployment Officer.

Chief Deployment Officer

The Chief Deployment Officer is responsible for all of Visualfabriq's implementations with its clients, both nationally and internationally. So far this happens on individual basis and per country; an approach that isn't possible to maintain given their current growth rate. Standardizing and scaling up is next up on the agenda. In order to be a global player of note, which is what Visualfabriq wants to become, it needs to be able to carry out implementations simultaneously in multiple countries.

The Chief Deployment Officer is able to strategically present the scale in terms of content and design. They take both the short and long term into account. What processes need simplification and standardization and what skills are lacking at the moment in order to make that happen? Partner management is a crucial element. Visualfabriq strives to have others take on their standardized processes as much as possible. It's up to the Chief Deployment Officer to turn it into an effective well-oiled ecosystem of partners and to keep it up.

Remote work is the norm

The Chief Deployment Officer manages a team of three Global Account Directors, that respectively work from Poland, Great Britain and the Netherlands. They in turn head a team of ten customer success managers, who also work from home. The Chief Deployment Officer reports directly to CEO and co-founder Jaco Brussé.

The role is a great opportunity to work together with the world's largest FMCG companies and to provide them with crucial insights. The Chief Deployment Officer doesn't just ensure continued growth and success for these companies, but also for Visualfabriq itself.

Interested? Visualfabriq has appointed Top of Minds to fill this vacancy. To express your interest, please contact Hayke Tjemmes at hayke.tjemmes@topofminds.com.

"Employees at Visualfabriq are given a lot of responsibility and freedom. Being a self-starter is essential, as are communicative skills to be able to tell a story and getting people on board with that. Making mistakes is allowed, as long as one learns from them and becomes stronger because of it."

Jaco Brussé, CEO and Co-founder