

Vacancy at Basetime

Chief Commercial Officer (cco)



Basetime
PRECISION MONITORING



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Basetime is at the point where a proven Dutch scale-up becomes an international one. With four thousand devices deployed across five hundred projects in more than twenty countries, the technology has earned its place. The next chapter is commercial: opening North America and Europe and turning opportunistic deals into a predictable engine. The CCO leads this transition.

Requirements

- Over 10 years of commercial leadership experience
- In a technology B2B scale-up or comparable growth-stage environment
- Track record of building international go-to-market, in North America or across Europe
- Experience selling complex hardware and software solutions
- Affinity with civil engineering, infrastructure, or construction

 **Utrecht**



About Basetime

Basetime was founded in 2021 in Utrecht as a deep-tech scale-up that combines geodetic expertise with IoT engineering. The company designs, manufactures, and sells autonomous GNSS monitoring hardware together with the Parvamoti SaaS platform that controls the devices and visualizes their data. The technology automates what surveyors have traditionally done by hand: periodic site visits to measure whether infrastructure is moving within tolerance. Basetime replaces that pattern with continuous, near real-time measurement at sub-centimeter accuracy.

Two hardware products cover different use cases. Locator One is deployed on a project-basis for settlement rods, tunnels, bridges, landslides, and water level monitoring. Locator Two, commercially available since this year, is built for permanent monitoring of critical infrastructure such as rail, quay walls, and bridges. Revenue is generated through a combination of hardware sales and a pay-per-measurement credit system that gives customers flexibility in how intensively they measure.

In recent years, the company has grown to a team of fourteen, serving over a hundred active clients, including Ballast Nedam, Heijmans, Boskalis, Van Oord, DEME, Rijkswaterstaat, Port of Rotterdam, and Fugro. Internationally the product is active in Europe, the United States, Canada, South Korea, Australia, and Japan. Shareholders include Value Creation Capital, a private equity partner connected to Nijhuis Bouw, and ROM Utrecht, with the founders retaining a meaningful minority stake. Basetime is now entering an international growth phase, supported by the management team and its investors.





Vacancy

Chief Commercial Officer (COO)

The founder and CEO has run the commercial side himself since the start and now hands it over, freeing him up for company strategy, capital, and long-term stakeholder relationships. Sales and marketing fall fully under the Chief Commercial Officer (CCO), who joins the management team and reports directly to the CEO. The current commercial team counts four people: an Account Manager Benelux, an International Partner Manager, and two marketing colleagues. In the near future, a part-time CFO will join the management team.

The role plays out in two phases. In the first eighteen months, the focus is on development and execution, making the work explicitly hands-on. The goal is to lay a solid foundation for scalable international growth. To this end, the CCO builds the international pipeline and actively contributes to closing deals. She/he further develops and implements the commercial strategy, with a strong emphasis on Europe and North America. Sales processes are professionalized, and the team grows from four to around eight people.

In the second phase, the role shifts toward predominantly strategic leadership. The CCO scales the commercial team further to between twelve and fifteen people and makes strategic choices across markets, segments, and propositions, while the international presence is strengthened and expanded. Throughout both phases, the Dutch home market continues to deliver the majority of revenue and needs to be maintained and grown.



We have proven the technology and built a real customer base. The next phase is about focus: where we win, with which product, with which partner, in which country. That is what this role is about.”

- Martijn Arkesteijn, Founder and CEO

This is a role for a hands-on commercial leader with prior experience in a scale-up environment. The right person brings the technical credibility to hold a conversation with engineers and asset managers, alongside the discipline to shape a commercial operation that delivers predictably.





Interested?

Basetime is working with Top of Minds to fill this vacancy. To express your interest, please contact Stephanie Stuit at stephanie.stuit@topofminds.com or Jose Bracho at jose.bracho@topofminds.com.



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