

Gotech Investments, LLC d/b/a Tasksuite is seeking a Chief Executive Officer for its Austin, Texas location.

The CEO will perform the following job duties:

- Oversee and approve the sales and marketing strategy created by COO and Head of Marketing and ensure their effective implementation by COO, Lead Partner Engagement Sales Associate, Head of Marketing & Int Administration through regular reviews of the COO's reports.
- Oversee and approve product design modifications as developed by the engineers. Will communicate to the Lead Software Engineer and the affiliate company (TaskFlow) to develop the enhancement modifications in order to ensure that it suits the needs of the U.S. market based on comprehensive market research conducted by the COO and Lead Software Engineer.
- Examine the COO's and Lead Partner Engagement Sales Associate's findings on potential clients and potential governmental bids in order to approve strategies to attract those clients, and ensure that relationships with strategic partners and key clients are maintained.
- Review reports of monthly sales and overall financial performance in order to determine the Company's progress toward its defined goals, such as revenue, customer retention, and market share, and provide inputs on product enhancement based on the results of competition status research performed and reported by the head of each department (COO, Lead Partner Engagement Sales Associate, Head of Marketing & Int Administration, Lead Software Engineering) and direct each department head the changes and enhancements required to reach defined goals.
- Direct COO to improve the Company's market position and collaborate with the affiliate company in order to adjust and improve the Company's current market penetration and market positioning strategies and direct the Head of Marketing and Int Administration to update the Marketing strategies to reach the correct market segment.
- Review, monitor and revise the Company's pricing policies and approve promotional and discount campaigns that have been developed by Head of Marketing & Int Administration, the goal of which is to attract an increasing number of clients and increase the Company's market share.
- Track industry trends related to the Company's products and determine potential improvements in the Company's operations based on developing industry trends, and directs the Lead Software Engineer to make any necessary changes within the organization in order to ensure that the Company keeps up with industry and market trends.
- Oversee the set-up and changes to company policies and develop and oversee the implementation of the Company's culture and vision through regular strategy meetings with the COO.
- Oversee the hiring of additional staff and oversee employee training plans. The COO works directly with the managers on hiring and training, but the CEO provides guidance and is the ultimate decision maker.

- Supervise the Company's market research activities completed by Head of Marketing & Int Administration to ensure they are in accordance with the Company's needs and predetermined growth plans.
- Oversee daily operations of all departments and employees to ensure their activities are in accordance with the company's overall strategy, mission, and vision.
- Oversee and approve new partnerships identified by the Lead Partner Engagement Sales Associate in the contact and customer support center industry, as well with medium-sized and large firms, and ensure that each client is provided with the highest-quality services.
- Review progress reports prepared by COO and compare current performance with predetermined goals to define future expansion plans for the Company, and decide which market should be penetrated and when.
- Maintain relationships with the affiliate company by providing detailed information on areas of interest, communicating any outstanding issues, and resolving any potential disputes.
- Oversee employee performance reviews and build career roadmaps for employees based on their capabilities and achievements.

Must have four years of experience in the contact center and customer experience industry. Required experience must include 4 years in the following specific areas:

- Business automation software and trends;
- Analyzing strategic software partners for product growth within the business automation and loan origination software space;
- Lending platforms and loan origination software;
- Training software engineers in business automation software and loan origination software;
- Training salespeople in the field of business automation software and loan origination software; and
- Odoo framework.

Will travel approximately 20% of the time, locally, nationally and internationally.

To apply, send a cover letter and detailed resume to careers@tasksuite.com, REF: CEO.