Job Description

**Job Title:**

President/Chief Operating Officer

**Reports to:**

Chief Executive Officer

**Location:**

U.S. East Coast, or Europe

**Travel:**

50%+

**Job Overview**

Auterion has established itself as a key provider to the national security infrastructure of the world’s democratic nations. We are looking to supplement our leadership team with a President/Chief Operating Officer (COO). This position will report into our Founder/CEO, Lorenz Meier.

As President/COO, much of the business will roll up to you:

* Engineering;
* Product;
* Delivery (inclusive of supply chain, customer success, etc.); and
* Demand Generation (inclusive of go-to-market, marketing, key account management, etc.).

These responsibilities will sit across both defense and enterprise applications. Your key reports will be the Head of Engineering, the Head of Delivery and the Head of Sales.

You will be responsible for building a world class organization, able to identify customers, adapt to their needs, and reliably supply them with our industry leading products.

Alongside the CEO and the leadership team, you will shepherd Auterion towards its potential; being the obvious choice as a software platform for autonomous systems.

**Your background**

* You have built and/or grown sales, product, and engineering teams through periods of rapid growth.
* You have owned a P&L of $100mm+.
* You have been a leader in an organization that has delivered 100%+ revenue growth year-on-year. You have built the teams required to support this growth.
* You have been part of teams that have put the customer first, shaping the product offering, as well as the after-sales experience to the needs of the end user.
* You have experience of managing highly empowered, dynamic leaders, giving them the guidance they need while ensuring that they are aligned to the overall mission.
* You are motivated to tackle the biggest challenges facing the world right now, across both defense and enterprise.

**Qualifications and Skills**

* NATO Nationality.
* Deep understanding of the development and delivery of software solutions.
* Experience within an organization scaling from 150 to 400+ employees, from $50mm to $250mm+ revenue.
* Proven experience leading across borders, bringing consistent operations to bear on a global organization.

**About Auterion**

We are building the leading software platform for AI-powered autonomous systems for enterprise and government customers. Our team is supporting the most important missions and solving the most challenging problems.