

Position: Head of Growth - Riyo

Do you enjoy working in a growing and fast-paced technology company? If you're looking to apply your passion for solution selling and market development, to drive the growth of a new industry disruptive solution in a consumer driven market? This could be the opportunity you've been waiting for.

About JCurve Solutions (ASX:JCS)

Riyo is an innovative solution owned by JCS which will enable customers to compete in today's OnDemand business environment.

Riyo's cloud-based bookings, dispatch and payment solution is designed for companies of all sizes – from SMEs right through to enterprise organisations, enabling them to provide the ultimate customer service experience.

The Riyo solution provides a modern day OnDemand and scheduled experience to businesses offering services. Riyo offers engagement with their customers for booking and payments, working through the whole job delivery experience including through your own workforce or contractors. Riyo keeps you in full control of the customer experience whilst providing a modern day experience.

As an ASX publicly listed company, JCS has gone from strength to strength with continued rapid growth forecasted. The company culture celebrates each other's successes, empowers employees by supporting decisive action and promotes the team to act as one. JCurve Solutions is a workplace that's right for energetic and driven individuals wanting to contribute to, and enjoy, a company with strong values and culture.

The Role

JCS is seeking a leader who can unify product, operations, sales, and marketing in a Head of Growth role. As the Head of Growth, you will be responsible for scaling the growth of JCS' newly launched Riyo "Book, Dispatch and Pay" software platform. You will be growing the company's bottom line by working at the intersection of sales, product, and marketing.

You will be directing and participating in execution as the Riyo team grows and specialises. You will be bringing your experience scaling an organisation or business unit from 0 to hundreds of customers and managing the change associated with growth.

Responsibilities

- Work with key stakeholders across the company to set and execute the go to market strategy and roadmap for Riyo's long-term growth;
- Coordinate and enable vital metrics, and complete funnel visibility and collaboration between marketing and sales;
- Run partnership business development efforts with JCS' partners both existing and new;
- Build out a growth team over time as the Riyo business scales;
- Provide thought leadership, strategic insight, and clear communication to the team on strategy, tactics, and metrics.

Skills & Attributes

- Are highly motivated by the prospect of scaling a rapid-growth business, in a disciplined manner;
- Know how to analyse and optimise marketing programs and growth initiatives;

- Have been involved with the growth of a company or business unit from early to late stages with exposure to significant growth and change;
- Have a growth mindset;
- Understand the full funnel dynamics across sales and marketing;
- Have had a lot of customer-facing experience;
- Have had formal sales training;
- Have worked with and managed digital marketing campaigns;
- Have had P&L responsibility in the past;
- Are self-managed, goal-oriented, inspire confidence, and are a natural leader.

What's On Offer?

This is an exciting opportunity to join a market-leading solutions provider with a strong focus on company culture and continued growth. If you are looking to work with a passionate and forward-thinking team, and define your career in the rapidly expanding solution selling and market development industry, we want to hear from you.

You will join a company of dedicated, enthusiastic individuals who enjoy working as one and celebrating each other's successes, within a team that values collaboration, trust, and making it happen.

How to Apply

Send your resume, a short introduction and the details of the position or area for which you're applying to hr@jcurve.com.au - we look forward to hearing from you!