

ÚNETE A NEXIMO

COO - Head of Operations

Actividades y Responsabilidades

We're looking for someone to help take Neximo to the next level operationally and to continue scaling the business.

Neximo launched in May 2018 to fundamentally transform the real estate transaction process. We ambition to help anyone find their place in Mexico. To achieve this ambitious mission, we provide the best service and best technological tools to our growing network of independent agents. Today Neximo counts more than 500 agents and we aim to 3X this growth in the next 12 months.

We're currently a team of 32 with plans to scale nationally and internationally in the next 12 months. Today our CEO recognises that he needs help with the day-to-day operations of the business and needs someone to take over that area so that he can focus on core strategy, vision, finance and product. He is looking for an ambitious COO with ambition to partner on the Mexico journey for a while.

We are looking for a COO that can help lead and coach the other areas of the business: sales, marketing, training and customer success. We are looking for a Hands ON COO with no fear to get his hands dirty, dive into problems, and implement solutions until they are fully resolved and fit to scale.

Ideally, you should have experience in a small business, startup or consulting company and have built out a specific area of the business or have run operations. We are looking for an experienced executive with proven capabilities to lead operations.

Spanish is our official language of operations. However, we will need you to be fully fluent in English as you will deal with our international partners and stakeholders.

If you're looking for a challenge, are very adaptable and want to learn a lot with a young growing team this is an amazing opportunity.

- Lead & Coach the Customer Success, Marketing and Agent Training and help them define and meet their goals
- Document and optimize processes and ensure that they are followed
- Manage the day-to-day operations of the business

- Execute the strategy and vision set by the CEO
- Foster and continue developing a strong organizational culture
- Make budgets for each team, analyse and optimize spend,
- Work with professionals such as lawyers and accounts to complete certain deliverables

Requisitos

- 5-10+ years working experience
- Experience building and growing teams
- Experience in Digital Marketing and Sales
- Experience in a small business, startup or consulting company
- Passionate problem solver with experience improving processes
- Excellent Spanish writing and composition
- Excellent English comprehension
- Mastery of Excel
- Tech-savvy
- Very Analytical and data driven.
- Experience working in a software product company
- Knowledge of SAAS business models and metrics

Ubicación: Ciudad de México

Si piensas que podrías ser un buen candidato para unirse a nuestro equipo, por favor mándanos un mail a kgoudiaby@neximo.mx con una copia de tu CV actualizado.