

2009-04-09

Videoplaza seeking an Entrepreneur

Background

With a more mature product and a growing client base, we are currently looking to expand the team with a multi competent entrepreneur who can help the team maintain the quality level while growing quickly. The recruit will be one of Videoplaza's most important people and help us become one of top 3 leading video ad serving companies globally.

The Videoplaza team will soon consist of 6 developers and 3 sales people in our different markets. Besides the sales and product development, we are today 2 people managing everything else, this is done by the CEO and VP Products. So as the client base and sales activities grow, we need to expand our resources here.

The Role

The recruit will have a broad role working as an entrepreneur doing lots of different things. Working closely with the CEO and product manager in the management team, the recruit will have a big influence over the overall company strategy. The responsibilities will be the following:

- **Account management** – as our client base grows, the recruit will be responsible for making sure our clients are satisfied and helping them develop and grow their business.
- **Marketing** – as we expand our sales activities, we need to do more in marketing. This includes everything from trade shows and working with brand values to blog and find relevant conferences for us to attend.
- **Business development** – as this is an immature market, there are business opportunities pretty much everywhere. These need to be explored and sometimes executed.
- **Random project management** – there are always projects that need to be executed and managed in a small company. One example might be setting up a partners programme with all the legals, relationships, business model etc. that it covers.
- **Whatever else** – being a startup, there are always things that need to be done and someone will have to do it, sometimes it will be the recruit. This can be anything from finding a new office, working with recruitment, cleaning the kitchen to exploring the US market or finding a new, even more brilliant, coffee machine.

Profile

The ideal candidate is between 25-30 years old with a lot of time and energy for work. He/she is not really an expert in anything but very good at many things and a first meeting with him/her always leaves a great impression behind.

The ideal candidate understands new media and technology but mainly the business logics around it. Experience is not key here, we value more talent and passion more which together lay the perfect ground for the candidate to have his/her first major career success at Videoplaza.

Required qualities and experience

- Entrepreneurial blood
- Strong ability to get things done
- Technology interest and understanding
- Excellent communication skills
- Experience and understanding for marketing
- Superb social skills
- Good reputation & recognition
- Natural leadership personality
- Comfortable with working with online cloud tools such as IM, Wikis, CRMs etc.
- Languages: English mandatory, other relevant languages a plus

Desired qualities and experience

- Prior experience from smaller high growth business
- Familiar with at least two of the following industries:
advertising/media/online/TV/online video/software
- Preferably prior experience from working in several countries

Contact details

If you are interested, please send your CV and a short letter to talents@videoplaza.com for more details. If you have any questions, please contact CEO Sorosh Tavakoli at +46 739 241 352 or sorosh@videoplaza.com.