

## Senior Leadership

C-suite leaders with Fundraising and Scaling experience are in huge demand at the moment. If you are looking for an Exec who brings tangible skills in this area, get in touch and we can help you navigate your next fundraising round.

Get in touch on 0208 051 7900 or [info@shiftf5.co.uk](mailto:info@shiftf5.co.uk) to find out more

Name	Position	Skills	Location	Salary	Availability
<i>Michael</i>	COO	<ul style="list-style-type: none"> <li>Life science, Health &amp; Wellness, Biotech, Consultancy</li> <li>COO specialising in startups, Seed to Series B</li> <li>Extensive experience leading operations across multiple functions in SaaS, life sciences, biotech, fintech, publishing, agency, and consultancy roles</li> <li>Funding &amp; bids, investments &amp; investor relations - helped raise over \$10m for innovative biotech startup</li> </ul>	Watford	£neg	Immediate
<i>Alan</i>	Chief Product Officer	<ul style="list-style-type: none"> <li>SaaS, Payments, Fintech</li> <li>Experienced Product professional and successful entrepreneur – ex-Founder of a well-known Fintech which he grew to 35 people before exiting</li> <li>Product strategy development, Analytics-focused and exceptional Commercial acumen</li> <li>BSc in Physics from Imperial</li> </ul>	London	£neg – depends on package	6 weeks
<i>Peter</i>	Operations Director – SaaS / Fintech / Payments	<ul style="list-style-type: none"> <li>Operations Director with a track record of driving significant improvements to the bottom line through the optimisation of operational processes, internal controls, cash flow, sales streamlining, and risk mitigation.</li> <li>SaaS integration &amp; implementation</li> <li>Business strategy, change management, operational strategy &amp; transformation.</li> </ul>	London – open to relocation	£110k	Immediate
<i>Jim</i>	Chief Technology Officer – Fintech	<ul style="list-style-type: none"> <li>CTO of a Fintech Unicorn– built and led a Tech, Product &amp; Leadership team from scratch.</li> <li>Significant experience in Fundraising (raised £75mil in last role), scaling teams and building tech strategies, visions etc.</li> <li>Deep and advanced technical skillset: Typescript, Node.js, Python, React Native, AWS, GCP, Kubernetes, Terraform and more.</li> <li>Due diligence, Compliance, Security, and emerging tech such as Web3</li> </ul>	London	£90K	Immediately Available
<i>Steve</i>	Sales Director (SaaS / IOT)	<ul style="list-style-type: none"> <li>Sales and Operations Leader, commercial acumen and entrepreneurial flair, outstanding record of achievement across international SaaS, Hardware, and Tech Services</li> <li>Managed EMEA sales forces to achieve growing sales performance on £75m annual sales revenue businesses and increasing market shares.</li> <li>Sales and Operations planning, commercial management, operations management, sales forecasting and reporting, contracts and tenders management, pricing, process &amp; system design</li> </ul>	Hampshire	£Neg	Immediately Available