

Job Title: Executive Vice President, Software Division**Location: Boston, MA (preferred) / Remote-Hybrid (considered)****Summary:**

Exciting opportunity for a high-impact, growth-oriented Executive Vice President (“EVP”) to join our team. After a short assimilation period the EVP will be responsible for leading Touchplan, the fast-growing B2B SaaS division of MOCA Systems, Inc. (“MSI”). In this critical role the EVP will be the fulcrum between the President & CEO of MSI Systems and the division leadership, setting the strategy and leading the execution for systematic growth. The successful candidate will be highly analytical, data-centric, process-oriented, and have a demonstrated history of delivering exceptional results throughout their career. This individual will have P&L accountability for the Touchplan SaaS division. This role will report directly to the President and CEO of MOCA Systems, Inc.

Essential Functions:

- Own the P&L for a \$7 million-dollar ARR software business, delivering and managing forecasts, budgets, and a product roadmap that drives meaningful growth.
- Shape the work environment - set the standards, define "how to work," and exhibit core values
- Align the software business with the MSI strategic vision - assess the industry, competitive environment, customer needs/value drivers, and product gaps/opportunities
- Manage resources productively - Define focus areas and outline plans aligning resources allocation to achieve growth and retention KPIs
- Develop talent and direct deployment - build relationships, assess talent, and get the right folks doing the right jobs
- Standardize processes - repeatable, predictable, and scalable
- Supervise day-to-day operations and execution - measure everything, make decisions based on the data, fail-fast and iterate, react quickly to trends and dynamics of the market

- Develop a deep understanding of the competitive landscape and emerging industry trends - influence and inform product development, pricing, and go-to-market efforts. Engage with customers and prospects to ensure alignment
- Build a network within the industry to understand trends and build relationships with potential strategic partners or resellers

Summary of Qualifications:

- Business Executive with approximately 15 years' experience leading a software company or Software as a Service ("SaaS") division of a larger organization with a demonstrated track record of setting and achieving revenue goals
- Inspirational manager who can influence, manage, and lead high performing teams. Experience with change management helpful
- Proven experience identifying and implementing new software solutions that drive growth on a global scale
- Fluent with enterprise SaaS sales cycles for large-scale, enterprise deals
- Strong stakeholder management skills and experience working with Sales and Marketing to launch new product features
- Entrepreneurial with experience conceptualizing and building complex new products as well as launching new products and driving commercial adoption.
- Understanding of database design and experience working on complex systems with Backend engineering teams
- Possess strong verbal, written and visual presentation skills with a deep understanding of the value in storytelling
- Demonstrate the ability to plan, direct and organize product roadmaps
- Strong ability to use metrics to inform decision making
- Undergraduate and master's degree in a specialized field of study (e.g., MBA, MSc, etc.)

Benefits

- Opportunity to directly impact high-growth SaaS business
- Competitive salary, incentive plan, equity,
- Comprehensive benefits program
- 401(k) savings plan with aggressive company matching contribution
- Flexible work location

- Unlimited PTO

Equal Opportunity Employer Statement:

MOCA Systems, Inc. (“MSI”) is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind: MSI is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at MSI are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, sex, sexual orientation, gender identity, national origin, veteran, disability, or any other status protected by the laws or regulations in the locations where we operate. MSI will not tolerate discrimination or harassment based on any of these characteristics. MSI encourages applicants of all ages.