

## **Triex LLC**

dba Filabot

dba Massive Dimension

3/19/24

### **Chief Commercial Officer (CCO)**

Triex LLC, dba Massive Dimension, specializes in pioneering robotic additive tooling, fully turnkey robot cells, and custom projects utilizing our cutting-edge additive OEM equipment. We are at the forefront of revolutionizing automation across various industries with our innovative solutions by leveraging additive technology. To further our mission, we are seeking a dynamic and visionary Chief Commercial Officer (CCO) to spearhead strategic partnerships and drive sales networks, particularly with leading robot brands such as ABB, Fanuc, Kuka, Staubli, and others. On the customer side this COO will assist with supporting clients to prove out the systems for their specific production application.

As the Chief Commercial Officer at Triex, you will lead our go-to-market strategy and run our revenue-generating activities, including new customer acquisition, net retention, and growth. This position will be responsible for meeting Triex's revenue objectives in support of our mission while maintaining our values of Delivering on Every Promise and Together is Better. The Chief Commercial Officer will manage, mentor, grow, and be responsible for Triex's Sales, Marketing, and Customer Success organizations in pursuit of the Commercial Team's mission to drive predictable revenue and sustainable growth.

#### **Key Responsibilities:**

**Strategic Partnerships:** Forge and cultivate strategic partnerships with key customers and top-tier robotics brands (ABB, Fanuc, Kuka, Staubli, etc.), focusing on opportunities in robotic additive tooling, turnkey robot cells, and custom projects with our OEM equipment.

**Sales Network Expansion:** Strategically expand our sales networks to enhance market penetration and reach, with a particular focus on industries that can benefit from our specialized offerings in robotic additive tooling and fully turnkey solutions.

**Market Analysis:** Perform in-depth market research to understand trends, demands, and opportunities in the robotics sector, especially concerning robotic additive tooling, turnkey solutions, and custom projects.

**Team Leadership:** Lead the sales and marketing teams towards achieving exceptional results, setting ambitious targets, and fostering a culture of innovation and excellence.

**Revenue Growth:** Identify and capitalize on new sales opportunities to drive revenue growth, ensuring our offerings align with market needs and strategic goals.

**Customer Engagement:** Develop strong relationships with clients, understanding their unique needs and how our robotic solutions, including additive tooling and turnkey robot cells, can address those needs. Support and drive customers pilot projects for successful adoption.

**Collaboration with Product Development:** Work closely with the product development team to ensure our robotic solutions, including additive tooling and custom projects, meet market demands and exceed customer expectations.

#### **Who we are looking for:**

- You operate with empathy, integrity, and a growth mindset, viewing mistakes and challenges as learning opportunities and building upon your successes. You challenge yourself to continuously grow and improve.

- You are comfortable owning Revenue metrics (both on new revenue and net retention) for the organization and understand the key levers to drive revenue from capital, positioning, and product perspectives.
- You are excited and energized by team development, people management, and mentoring Sales & BD, Marketing, and Customer Success functional leaders and organizations.
- You have experience building, leading, growing, and mentoring diverse, high-performing teams.
- You manage with a people-first approach that is grounded in inspiration, influence, and inclusivity, rather than power, and you hold the communication, emotional, recruiting, and functional skills to build, inspire, motivate, and lead best-in-class revenue teams.
- You are adept at working in a distributed, dynamic environment, and feel comfortable navigating change and ambiguity.
- You are a collaborative, respectful, and honest team member - you understand the impact of your work/your team's work on other projects and people, and you know together is always better!
- You are a creative problem solver, taking initiative to own and solve problems with a mindset of continuous improvement - ensuring bigger picture issues are addressed, not just the problem at hand.
- You have excellent verbal and written communication skills.

#### **Qualifications:**

- Extensive experience in a leadership role within the robotics, automation, or related industries, with a focus on robotic additive tooling, turnkey solutions, and custom projects.
- Experience building and leading revenue, growth, sales, or marketing functions at:
  - Fast-growing companies, preferably with venture capital-backing and preferably between \$1M and up
  - An OEM-integration, licensing, or component-sale business, with a preference for Industrial and/or robotics experience.
- History of successful partnerships with top tier suppliers and customers
- Expertise in strategic planning, negotiation, and market expansion.
- Degree in Business Administration, Marketing, Engineering, or a related field.

#### **Benefits:**

- Competitive salary and possible stock options
- Paid holidays and three weeks paid vacation
- Company outings & team retreats