



# Join our Commercial Team Become a CEO of the future



**Team up with our technical experts to build the next generation of bespoke web & mobile applications, solving critical business problems.**

## You are:

- A top UK university alumni
- A former (or budding) **entrepreneur**, consultant, web agency project manager or business developer
- Passionate about the value add of technology to the business world
- Not afraid of the French

## We are:

We build custom web-based and mobile applications to solve our client's critical business problems. We grew from 1 to 30 over the last 2.5 years in London. Our clients come from a wide range of sectors from startups like BlablaCar and Kamet Ventures (AXA's startup incubator) to larger enterprises like BNP Paribas and Admiral Insurance.

Since 2009 when we started the company in Paris, our goal has been to build the next generation of digital companies following our core principles:

- We are extremely client centric: we get an opportunity to improve every week thanks to clients inquiries.
- We believe that the success of our projects is directly related to every Theodoer's personal progress.
- We include the client as a product owner and full member of the team working on his/her project.

The reasons for our success:

- We hire the smartest software engineers: people both business-focused and excellent at coding.
- We have developed a unique expertise in agile methodologies (Lean, Lean Start-up, Scrum) that allows us to be excellent operation-wise.
- We challenge our clients to ensure that the app we build provides maximum business value.

## Theodo expanded its business to the UK, in July 2015

This job offer is a unique opportunity to be part of a growing start-up and to become a key person in a tremendously successful company. We were voted as the Best Franco-British SME by the French Chamber of Commerce, and among Europe's 1000 Fastest Growing Companies by the Financial Times. Theodo UK is part of a global start-up ecosystem, M33, innovating across industries and technologies.

## Your mission:

- **Digital Projects (Agile Coach):** you will be an agile coach working on projects. You will be directly in touch with the clients' senior level decision makers, to build custom applications that meet their end users' needs
- **Business Development:** you will take part in consultative sales (no cold-calling) and strategic account management on projects ranging from £50k - £500k, to accelerate the company's growth.
- **Recruitment & Growth:** hiring the best engineers, and smartest business brains is no easy task. You'll handle agencies, interview candidates and coach them through to offer stage.
- **Strategy:** You'll play a critical part in shaping the future of Theodo UK, optimising process across the business, leveraging your experience on the job.

## Our mission: Train tomorrow's CEOs in the digital & tech industry:

- Learn how to build a high-quality digital product very quickly through constant contact with entrepreneurs and C-Level Executives
- Work in direct contact with Theodo's founders : learn from experienced and successful entrepreneurs.
- Get the opportunity to launch your own start-up within M33, the Theodo start-up ecosystem

**Interested? Send your CV to 'joinus@theodo.co.uk'**