

CEO Job Specification

Responsibilities

Strategy, Leadership and Vision

Work with the Board to provide strategic direction for the business and staff.
Develop high quality business strategies and plans ensuring their alignment with short-term and long-term objectives
Lead, develop and motivate the ScotlandIS team, ensuring the company continues to have a positive, people-centric, collaborative and agile culture.
Build an increasing focus on excellent membership services and cluster management delivery.
Maintain close relationships with government and political leaders, providing insight and integrating ScotlandIS delivery capabilities.

Advocacy and Ecosystem Growth

Act as a trusted voice for industry in public forums, media, and international platforms.
Position ScotlandIS as a thought leader on digital policy, innovation, and economic transformation.
Drive initiatives that grow Scotland's digital exports, investment, and innovation capacity.
Seek opportunities for our digital technologies community to grow together and thrive in this time of change.

Governance and Financial Management

Oversee the company's finances, including financial planning and budgeting.
Develop the commercial model to ensure ongoing financial success & growth.
Ensure quality standards and certification are maintained, (eg cluster management certification, cyber security and people management practices).
Oversee robust governance, and ensure risk management processes are in place.
Drive the company to achieve and surpass sales, profitability, cash flow and business goals and objectives.
Report to the Board on a regular basis and attend all board meetings.

Championing the Organisation

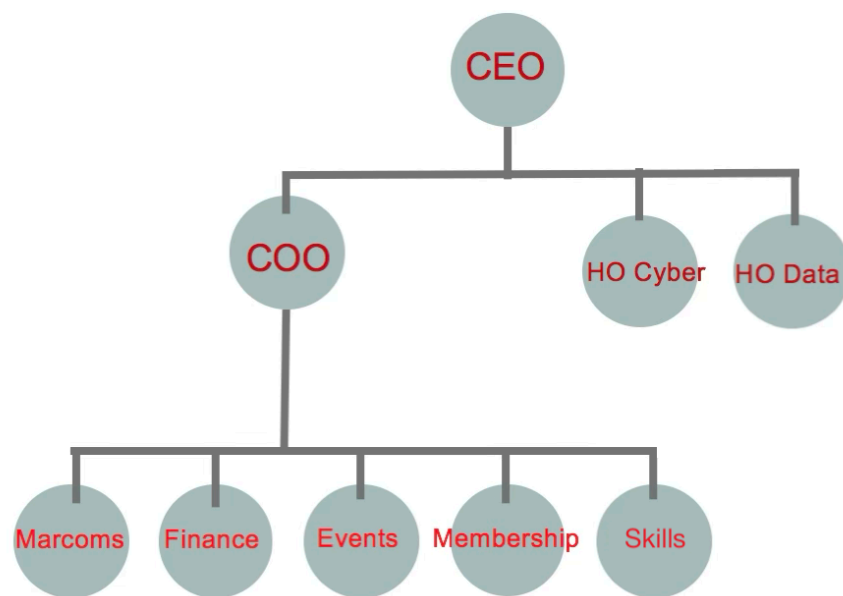
Act as the primary “champion” for ScotlandIS, representing the organisation at external events and to the press.

Seek opportunities to expand and promote the membership and members of ScotlandIS, locally and internationally.

Build strong relations with members and key partners, connecting business and identifying opportunities.

Maintain and develop ScotlandIS relationships with external stakeholders, including technology industry representatives, government and other public agencies, academic institutions, politicians and influencers.

Organisation Chart



Requirements

- Proven experience as a CEO or in other senior management positions
- An entrepreneurial mindset with strong organisational and leadership skills
- Experience in developing profitable strategies and implementing vision
- Familiarity with diverse business and cluster management functions
- Knowledge of corporate governance and management best practices
- A deep understanding of the digital technologies industry

- Outstanding customer relationship skills
- Analytical abilities and problem-solving skills
- Excellent communication and public speaking skills

Success Criteria

- A clear strategic vision for Scotland's digital technology ecosystem
- A central "signposting" of all opportunities and initiatives available to members and the wider community
- Improved influence within the changing landscape of Scottish and UK Government
- Membership expansion and increased value at all stages of business
- Build closer relationships with related organisations around Scotland
- Increased financial resilience and revenue growth