

## Managing Director

Vitable (Digital Services Australia II Pty Ltd) • Surry Hills NSW 2010



Base pay

\$180,000 - \$200,000



Work type

Full Time



Contract type

Not provided

### Job details



Date posted

16 May 2021



Expired On

15 Jun 2021



Category

**Executive Management & Consulting**



Occupation

**COO, GM & MD**



Base pay

**\$180,000 - \$200,000**



Work type

**Full Time**



Job mode

**Permanent**

### Full job description

**Position title: Managing Director**

#### Who we are:

At **Vitable**, we strongly believe that health should be easy, and we are on a mission to make healthy living accessible to all.

We are a fast-growing, venture-backed wellness startup. We leverage technology to help people get a personalised vitamin and collagen recommendation based on their diet and health goals — delivered monthly to their doorstep with a touch of love! We are also transparent about the science behind our recommendations and very thoughtful about the quality of our products.

**Vitable** launched in 2019 and is headquartered in Surry Hills, NSW. To date, we have raised over \$8m from top investors including Rocket Internet and BWX Brands.

The role is based in our Surry Hills offices in Sydney, Australia

We're excited to meet you!

#### Role description:

- Managing the development of the company to grow the revenue and the profit
- Preparing business plan, budgets and report of results; managing relationships with investors and with the company Board to report this financial information as well as the strategic roadmap
- Monitoring cash runway and deciding on financing strategy with debt or capital raise alongside the Board of Directors
- Assessing human resources needs to support the different team while respecting a recruitment budget; directly in charge of selection of senior

management

- Setting objectives and strategy to develop our value proposition via our brand positioning and product experience and ensuring that the financial and human resources are correctly allocated to reach the company targets and apply the internal company policies and processes
- Managing the team and especially the Growth Team to deliver better ROI, ROAS and achieve the growth targets of the business plan: Customer Acquisition, Customer Retention rate, Margin on Customer Lifetime Value, EBITDA and Cash-burn
- Representing the brand in the media and during marketing communication events; representing the company in negotiations with third parties (Ops suppliers and Marketing partners)
- Ensuring with our lawyers that the company complies with the regulatory requirements (eg. operations, manufacturing, advertising, tax, HR...)

**Requirements:**

- Master's degree in Management
- 2+ years of relevant experience in Business Management and Marketing
- Excellent project management & organisational skills, strong leadership, attention to detail, ability to multitask, ability to manage deadline and prioritise
- Results oriented with the ability to move quickly and easily between high level strategy and rolling-up-sleeves to get it done
- Strong analytical skills, structured and data-driven thinking
- Preferred: familiarity with the health / dietary supplements market
- Preferred: previous management of e-commerce businesses

**Annual Salary:**

**\$180,100** per annum + Superannuation

**Location:**

Australia, Sydney office.

**Starting Date:**

ASAP