giraffe

27 March 2025

Job Title: Chief Executive Officer (CEO)
Company: Giraffe Apps Inc.
Location: 1500-95 St. Clair Ave. West, Toronto, ON.

ABOUT GIRAFFE APPS INC.

Giraffe Apps Inc. (Giraffe) is a newly established software startup focused on pioneering digital solutions for the design and construction industry. Its innovative applications streamline workflows, enhance collaboration, and drive efficiency. By strategically leveraging the leadership and expertise of WZMH Architects during its early growth phase, Giraffe is building a strong foundation for scalable growth and innovation in the AEC technology space.

JOB SUMMARY

Giraffe is seeking a Chief Executive Officer (CEO) to lead the company's growth, strategically drive business development, and establish a strong market presence. The ideal candidate will have a proven track record in sales and business development, strong leadership capabilities, and a deep understanding of technology, particularly in SaaS, AI, or construction-tech solutions. The CEO will work closely with business owners to define and execute the company's vision, product roadmap, and market expansion strategy.

KEY RESPONSIBILITIES

- **Strategic Leadership & Growth** – Define and execute business strategies to establish Giraffe as a leader in AEC technology. Identify market opportunities and drive revenue growth.

- **Sales & Business Development** – Develop and execute a high-impact sales strategy to secure enterprise clients, establish strategic partnerships, and expand market reach. Build relationships with key industry stakeholders and drive adoption of Giraffe's software solutions.

- **Technology & Product Development** – Oversee product strategy, ensuring solutions align with industry needs and leverage emerging technologies. Work closely with development teams to enhance usability, scalability, and market differentiation.

- **Team Leadership & Culture** – Recruit and lead a high-performing team, fostering innovation, collaboration, and accountability.

- **Financial & Operational Oversight** – Manage budgeting, financial planning, and investor relations to ensure growth and sustainability. Collaborate with accountants, the CFO, and other stakeholders to identify, secure, and manage Canadian government grants, SR&ED credits, and innovation funding opportunities.

REQUIRED QUALIFICATIONS

- **Leadership & Management** – 10+ years in executive roles, with 5+ years in a CEO, COO, or VP-level position in a tech startup or SaaS company.

- **Sales & Business Development** – Proven success in driving revenue, securing enterprise clients, and executing B2B sales strategies. Experience negotiating contracts and scaling recurring revenue models.

- **Technology & Product Expertise** – Deep understanding of SaaS platforms, AI, cloud computing, and software development cycles. Ability to translate technical capabilities into business value and competitive advantage.

- **Financial & Investor Relations** – Experience with P&L management, fundraising, and working with investors.

- **Industry Knowledge** – Background in AEC technology or related sectors is a plus.

- **Government Funding & Tax Incentives** – Experience securing Canadian grants, SR&ED credits, and other innovation funding.

PREFERRED QUALIFICATIONS

- MBA or Master's degree in Business, Technology, or a related field.

- Experience in launching and scaling a startup from early-stage to profitability.

- Knowledge of intellectual property, software licensing, and technology commercialization.

- Global business experience, with a track record of international expansion.

COMPENSATION

- Compensation: competitive package tailored to an early-stage startup
- Equity: a meaningful ownership stake (% TBD), subject to standard vesting terms
- Performance Incentives: bonuses and potential increases in both salary and equity based on achieving specific KPIs and growth milestones.
- Participation in company benefits plan

HOW TO APPLY

Email to:
- Zenon Radewych, Principal, zradewych@wzmh.com
- Richard Myers, Principal, rmyers@wzmh.com