

Australia Jobs Expertini®

COO | ZeroCo

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Company: ClearCompany

Location: Melbourne

Category: other-general

Melbourne. Huge impact role and business. Untrash the planet by scaling an exciting D2C business.

IntroductionZeroCo (zero.com.au) is a VC-backed Aussie startup on a mission to untrash the planet.

We make zero-waste personal care and home cleaning products and use proceeds to fund ocean cleanups. Since launching in October 2020, we've:

Inspired 90,000+ Aussie households to make the switch to our zero-waste products

Collected over 30 million water bottles worth of ocean and river waste

Generated \$30M+ in cumulative revenue

As a member of the Leadership Team, your mission is to be the Organiser In Chief, overseeing the day-to-day operations of the business, ensuring Zero Co is a highly organised, project management-focused, OKR-oriented business, operationally capable of scaling globally and transitioning from \$12M to \$100M in annual revenue over the next five years. Your mission is to work with the other members of the Leadership Team to operationalise our global growth ambitions and to free up the Founder's time to focus on driving the mission, setting and overseeing business strategy, developing big ideas and driving brand awareness and revenue growth. Responsibilities Ownership of unit economics, P&L, budgets, expenses and financial reporting

Ultimate ownership and responsibility for the underlying financial performance of the business, management of cost optimisation projects, financial reporting and controls to ensure the business achieves its financial targets. Management of Supply Chain

Oversee our end-to-end supply chain and all partners, including contract manufacturers, 3rd party logistics providers, external contractors and the internal supply chain team. Develop, implement & drive our OKR framework and project management/deliverables.

Working with the other Leadership Team members to develop and operationalise our OKR framework. Operational Ownership of Zero Co's International Expansion

Leading the operational and financial elements of Zero Co's global expansion plans

Management of Ocean Cleanups

Overseeing the day-to-day operations of our cleanup team in The Philippines and ultimately responsible for delivering against KPIs

People & Culture Ownership of day-to-day people & culture initiatives

We're looking for Proven experience scaling the operations of a DTC business, preferably in the \$10>\$100m growth phase.

A builder. You are hands-on and take responsibility.

You can investigate a P&L, understand what it's telling you, and translate that into implemented OKRs.

Experience negotiating contracts. Bonus points for international market experience such as the UK & US.

Deep commercial acumen.

Passion. An unwavering commitment to the purpose drives this business. No passion, no party.

Grit. This won't be easy, but it will be rewarding.

The good stuff

Based in Melbourne

Huge global ambitions

Positive impact

Participate in ocean cleanups

\$200-220k + super + significant equity

Interested? Apply now or email Matt (matt@ponyexpresstalent.com) to request a briefing pack. *Zero Co has exclusively retained Pony Express to run the search & recruitment process for this role

#J-18808-Ljbffr

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