

Chief Executive Officer

SELC develops and manufactures both lighting controls and photocells used in external lighting, particularly street lighting. SELC has led the field in providing state of the art products, introduced a number of 'world-first's' in this area and continue to invest significant resources into developing innovative, high-quality and energy efficient products.

The cost, energy and emission savings afforded by SELC products along with increasing global regulations to introduce energy efficient solution places SELC in a very strong position strategically to take full advantage of the significant increase in global demand within their marketplace.

SELC are currently seeking a Chief Executive Officer to join the group at this exciting time to spearhead their growth. The Chief Executive Officer will have full responsibility for the profitable growth and development of the overall business.

The ideal candidate should be able to demonstrate the following attributes:

- An ability to significantly scale-up a business by ensuring the right structures and resources are in place across the entire organisation from Customer Facing through to Research and Development, Operations and Supply Chain.
- Knowledge of SELC's current and potential go-to-market routes e.g. direct, OEM, wholesale.
- Exceptional leadership skills and strong decision-making abilities
- Willingness to lead by example in developing new long-term rewarding relationships internationally.
- Exceptional ability to identify potential opportunities to significantly grow a high-value technology business.
- Experience in developing and implementing strategies to meet the needs of new customers in a growing marketplace.
- An ability to align the entire organisation to the changing demands of the marketplace.
- Proven success at developing new international markets for a complex technological offering.
- Strength in building long term mutually rewarding relationships with global multinationals as potential customers, partners / Joint Ventures.
- Knowledge of Public Procurement methodologies internationally.
- Strong financial acumen in order to create innovative payment models for customers.
- A strong technical understanding

The following would be beneficial:

- Experience in specification selling to Local Government Municipalities and Electrical Blue Chip Contractors
- Knowledge of the electrical or electronic market applicable to Local Government and a knowledge of street lighting and street lighting controls.
- An in-depth knowledge of this specialised market.
- Experience in Research and Development.

For a confidential discussion about this opportunity, please forward your details to sean.gannon@collinsmcnicholas.ie or contact Sean on +353 (0) 90 64 78104.