

We're Hiring



Chief Commercial Officer

Bitventure is a leading provider of verification, authentication, and data-driven solutions across South Africa. Our technology empowers businesses to onboard customers securely, prevent fraud, and scale confidently.

We are seeking a **Chief Commercial Officer (CCO)** to lead and execute our commercial strategy, driving revenue growth, market expansion, and customer value creation. As a key member of the executive leadership team, this role will shape the future of the business through strategic leadership across sales, partnerships, client success, and commercial operations.

What You'll Drive

- Define and execute the organisation's commercial and revenue growth strategy
- Drive sustainable revenue, profitability, and market expansion
- Identify new revenue streams, business models, and market opportunities
- Lead business development, strategic partnerships, and high-value negotiations
- Strengthen client relationships, retention, and lifetime value strategies
- Oversee sales, customer success, and commercial operations at scale
- Lead market positioning and go-to-market strategies
- Deliver commercial insights and strategic input at executive and board level
- Build and lead high-performing commercial teams across functions
- Drive organisational growth, transformation, and commercial excellence

What We're Looking For

- **15+ years'** experience in commercial leadership roles
- Proven track record of driving revenue growth and scaling businesses
- Strong experience in fintech, financial services, or digital solutions
- **10+ years** in senior leadership managing multi-functional commercial teams
- Expertise in sales leadership, partnerships, and market expansion
- Strong financial acumen and commercial decision-making capability
- Experience engaging with executives, investors, and key stakeholders
- Bachelor's degree in Business, Commerce, Finance, or related field
- MBA or equivalent postgraduate qualification (preferred)
- Exceptional leadership, negotiation, and strategic thinking skills

Apply today: Send your CV and qualifications to careers@bitventure.co.za

Location: South Africa | Industry: Fintech | Job Level: Executive (C-Suite)
Permanent | Full-Time