

KEY PURPOSE OF JOB

The Chief Innovation and Growth Officer (CIGO) is responsible for driving the company's innovation strategy, identifying new market opportunities, and leading the development of new products and services to promote growth and increase market share. The CIGO will work closely with the executive team to align innovation initiatives with the company's strategic goals.

MAIN RESPONSIBILITIES

- Develop and implement a comprehensive innovation strategy that includes product development, technology advancements, and market expansion.
- Lead cross-functional teams to explore new business opportunities and bring innovative solutions to the market.
- Foster a culture of innovation within the organization, encouraging creative thinking and risk-taking. Collaborate with R&D, marketing, sales, and other departments to ensure successful product launches and market penetration.
- Monitor industry trends, market dynamics, and competitor activities to identify potential challenges and opportunities.
- Establish metrics and KPIs to measure the effectiveness of innovation initiatives and their impact on business growth.
- Build and maintain relationships with external partners, vendors, and research institutions to enhance innovation capabilities.
- Oversee the management of the innovation portfolio, ensuring a balanced mix of incremental and breakthrough initiatives.
- Present innovation projects and progress reports to the board of directors and other stakeholders.

ANTICIPATED OUTCOMES OF ROLE

- Strategic Planning
 - Innovation Management
 - Business Development
 - Market Analysis
 - Product Management
 - Project Management
 - Stakeholder Engagement
 - Financial Acumen
 - Work Environment
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JOB REQUIREMENTS	
EDUCATION	<ul style="list-style-type: none"> ▪ A good first degree in Marketing, Engineering, or related field. ▪ An MBA or equivalent is an added advantage.
EXPERIENCE	<ul style="list-style-type: none"> ▪ Proven experience in a senior innovation or growth-focused role, with demonstrable skills in working in a technology consulting environment. ▪ Strong leadership skills with the ability to inspire and motivate teams. ▪ Deep understanding of the product development process and go-to-market strategies. ▪ Excellent analytical, strategic thinking, and problem-solving abilities. ▪ Ability to work effectively in a fast-paced, dynamic environment. ▪ Exceptional communication and presentation skills.
PROFESSIONAL MEMBERSHIP	Relevant Professional Qualifications or membership.

<p>Knowledge</p> <p>The incumbent must have proficient knowledge in the following areas:</p> <ul style="list-style-type: none"> ▪ Strategy Thinking & Planning ▪ Innovation Management ▪ Industry product knowledge ▪ Must have clear understanding and knowledge of B2B Business environment
<p>Leadership Behavioral Proficiencies</p> <ul style="list-style-type: none"> ▪ Able to solve problems and manage multiple competing tasks and priorities. ▪ Enthusiastic promoter of the organization and opportunities. ▪ Strong analytical and critical thinking skills. ▪ Strong ability to influence through strong relationships, expertise and data ▪ Ability to manage a complex set of stakeholders. ▪ Able to skillfully promote SATH brand, values, and culture in every connection. ▪ Results-oriented and able to demonstrate a high level of ownership and accountability in delivering outcomes. ▪ Strong communication skills.
<p>PERSONAL ATTRIBUTES</p> <p>The incumbent must have the following personal attributes:</p> <ul style="list-style-type: none"> ▪ Good negotiation and networking skills. ▪ Strategic thinker. ▪ Strong business and commercial acumen ▪ Professional confidence. ▪ Must be customer focused. ▪ Able to deliver results. ▪ Consistently leads by example, acts with integrity, impartiality, and independence. ▪ Strong business and commercial acumen

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REPORTING RELATIONSHIPS

Operational Reporting	Chairman, SATH
Dotted Reporting	Group Executive Director

WORKING RELATIONSHIPS

Internal	All departments/units within SATH and its subsidiaries
External	Existing & prospective clients in both public and private sectors; OEM representatives – Original Equipment Manufacturers.