

Chief Commercial Officer (Co-Founder)

B2B SaaS • MENAP Market • Dubai, UAE

About Zenith

Zenith is an AI-powered communication assistant that transforms workplace chaos into organized action. We're solving a **\$45K/year productivity problem**: knowledge workers waste 32 days annually switching between 10+ communication apps.

Our platform-native approach integrates directly into Slack, Teams, and WhatsApp—automatically extracting tasks, enabling unified search, and summarizing conversations without requiring users to change behavior.

Current Status

■ Live product (Slack integration)	■ 122 MENAP validation interviews
■ 10 months development complete	■ 83% enterprise willingness to pay
■ \$3.5B serviceable addressable market	■ Zero revenue (need you to change this)

The Opportunity

This isn't an employee role—it's a co-founder position. The technical product is built, validated, and ready to scale. What we need is someone who can turn validation into revenue.

Your Role & Responsibilities

As Chief Commercial Officer and Co-Founder, you'll own:

- **Go-to-Market Strategy:** Design and execute B2B SaaS sales strategy for MENAP market, identify target segments, build sales playbooks
- **Revenue Generation:** Close first 10 enterprise customers in UAE/Saudi, achieve \$1.4M ARR within 12 months, build repeatable sales motion
- **Strategic Partnerships:** Develop enterprise relationships, create channel partnerships, build advisory board and investor relationships
- **Team Building:** Eventually hire and manage sales team, establish customer success function, build commercial culture

What I Bring (Founder/CEO)

I handle all technology and product:

- 15+ years engineering leadership (PayPal, Snapdeal, Raena, Umma, Sayurbox)
- Led teams of 50+ across 8 countries (US, UK, Singapore, Indonesia, UAE, India, Bangladesh, Pakistan)
- Track record: **69% conversion increase, 233% margin improvement, \$8K incremental revenue** through ML
- Full technical stack built and maintained
- Product vision and roadmap ownership

What You Should Bring

Must-Have:

- 5+ years B2B SaaS sales experience
- Enterprise sales expertise (proven deal closing)
- UAE/Saudi market knowledge and network
- Experience building sales from 0→\$1M+ ARR
- Entrepreneurial mindset (comfortable with uncertainty)
- Based in or willing to relocate to Dubai/UAE

Strong Plus:

- Previous CCO/VP Sales experience
- MENAP regional enterprise network
- Arabic language proficiency
- Experience with Slack/Teams/Microsoft ecosystem
- Background in productivity or collaboration tools
- Prior startup experience (especially 0-1 stage)

What We're Offering

Equity	Significant co-founder equity stake (negotiable)
Compensation	Initially equity-only; salary as revenue grows
Role	True co-founder with equal decision authority
Location	Dubai/UAE (in-person required for market access)

Opportunity:

- Ground floor of validated product with clear market need
- \$3.5B TAM in high-growth MENAP region
- Chance to build commercial engine from scratch
- Work directly with experienced technical founder
- Shape company strategy and culture

What We're NOT Offering

Let's be transparent about what this isn't:

- Not a salaried VP Sales role (this is co-founder level)
- Not a remote position (need to be in Dubai/UAE for market access)
- Not a 'safe' corporate job (this is startup risk/reward)
- Not immediate salary (equity-based until revenue)

Who You Are

You're someone who:

- Gets energized by building something from zero
- Has sold to enterprises and knows the long sales cycles
- Understands MENAP business culture and can navigate it
- Values ownership over safety
- Can work independently but collaboratively
- Sees the validated product and thinks 'I can sell this'
- Wants to build the commercial side of a company, not just do sales

Why This Works

Most technical founders struggle because they can't sell. Most commercial founders struggle because they can't build. We solve both problems:

- Product risk:** Eliminated (it's built and live)
- Market risk:** Validated (122 interviews, 83% WTP)
- Technical risk:** Eliminated (experienced technical co-founder)
- Commercial risk:** That's where you come in

The 90-Day Plan

Month 1	Validate product-market fit with first 5 pilots in UAE
Month 2	Close first 2 paying customers
Month 3	Establish sales process and pipeline for scale

Next Steps

If you're reading this and thinking *'this is exactly what I've been looking for,'* let's talk.

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Application Process:

Send me:

1. Why this role specifically interests you
2. Your experience selling B2B SaaS in MENAP
3. Your approach to our first 90 days
4. Expected equity expectations

We're looking for 1 person. The right person. If that's you, reach out.



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