

Chief Executive Officer (CEO) - Lagos

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Requirements

Proven experience as a CEO or in a senior executive role, preferably in the coworking, real estate, or hospitality industries.

A Master's Degree in Finance, Accounting, or Business Administration is a strong advantage.

Experience in the coworking ecosystem will be a strong advantage.

In-depth knowledge of coworking industry dynamics, market trends, and best practices.

Proven ability to build and nurture partnerships at various levels.

Demonstrated success in strategic planning, business development, and operations management.

Functional Competencies:

Excellent leadership and strategic management skills, with a track record of successfully growing and leading organizations.

Strong financial acumen and experience with financial planning, budgeting, and reporting.

Demonstrated ability to attract, retain, and engage a diverse community of members.

Entrepreneurial mindset with the ability to identify and capitalize on business opportunities.

Outstanding communication, presentation, and negotiation skills.

Deep knowledge of the startup ecosystem, business development, and entrepreneurship.

Proficiency in utilizing technology and software systems relevant to coworking space management.

Customer-centric orientation.

Innovative mindset with a keen eye for identifying opportunities and driving positive change.

Key Performance Indicator:

Occupancy rate

Member retention

Community engagement

Employee Satisfaction and Retention

Partnership development

Responsibilities

Leadership and Strategic Planning:

Set the overall strategic direction and long-term goals for the coworking space, in alignment with the mission and vision.

Develop and execute effective strategies to drive business growth, ensuring profitability, sustainability, and continued success.

Lead and supervise the executive team, providing guidance and support towards achieving organizational objectives.

Operations Management:

Oversee all operational aspects of the coworking space, including facility management, member services, technology infrastructure, and vendor relationships.

Implement efficient processes and procedures to optimize productivity, enhance user

experience, and promote operational excellence.

Ensure compliance with legal and regulatory requirements, as well as industry best practices.

Financial Performance and Resource Management:

Develop and manage the annual budget, monitor financial performance, and make strategic decisions to drive profitability and financial sustainability.

Identify potential funding opportunities, explore investment options, and establish partnerships to support growth and expansion plans.

Optimize resource allocation to maximize efficiency and effectiveness in delivering services and maintaining member satisfaction.

Business Development and Partnerships:

Identify and capitalize on market trends and opportunities, staying up-to-date with industry advancements.

Cultivate and maintain strategic alliances with key stakeholders, such as corporate clients, investors, community organizations, and local government entities.

Negotiate and secure partnerships to enhance the coworking space's offerings, expand the network, and drive growth.

Community Building and Member Engagement:

Foster a collaborative and supportive community among co-workers, facilitating networking opportunities, and organizing events.

Maintain strong relationships with existing members, ensuring high satisfaction levels and promoting member retention.

Implement initiatives to attract potential members, enhancing the coworking space's reputation and brand recognition.

Nurture a vibrant and collaborative community within the coworking space, ensuring member satisfaction and engagement.

Enterprise Support:

Oversee the planning and implementation of programs designed to support businesses and freelancers.

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