

INVESTMENT OPPORTUNITY – CO-OWNERSHIP AND COMMERCIAL LEAD

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Company Name Moveup AB

Location Stockholm

Job Description

Our client delivers Infrastructure cloud services (IaaS) and platform services based on Public and Hybrid cloud to customers in the Swedish and Norwegian market. The services are at highest level of security, compliance with local data privacy laws and GDPR and provide easy to use consumption with self-serviceability.

The current growth trend is at 40% YoY on recurring revenues organically.

Customers are often competent second time buyers and produce data as part of their business. During 2019 the company targeted an expansion to first include Enterprise customers production IT and secondly also addressing office IT which is believed to be a more general and simplified sales process.

During the year the company has succeeded to both acquire more than 30 new customers (that is doubling the customer base) and expanding their service offering to include partners and their go to market leverage. Still these newly acquired customers are initially consuming low quantities of their potential subject to onboarding and launching activities.

The growth potential is massive and way beyond 40% YOY growth now that the initial business development is settled. The growth will be driven both from current customers as they expand their use and services as well as acquiring new customers in an increased tempo.

At this point our client is ready for the next milestone. To further commercialize and roll out their services we they are looking for an *additional partner* who can own the commercial responsibility and its development with an investment in the business together with the founders/owners of today.

The philosophy is to offer equity at a very attractive price thru a new issue for the right candidate. The investor we are looking for will also take on the operational role in the business.

For more information contact our recruitment partner, Tom Bergqvist at Moveup Consulting AB.

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