



## Co-Founder & Chief Executive Officer

### About Double Time

[Double Time](#) accelerates customer engagement and field work through real-time video analytics by delivering knowledge discovery, precision, trust, and automation. The product engages with customers and field workers in the context of customer service by easily embedding into work order mobile apps. Its video APIs respond to video from camera, storage, or content management systems in the context of the tasks at hand. The APIs empower the fast-growing segments of younger users with digital guidance, identifying objects & actions, detect errors, deliver proofs of service, and automate workflows.

Double Time has launched its video-based knowledge discovery SaaS through a partnership with Microsoft Dynamics. [Easily accessible on Microsoft's AppSource marketplace](#), customers activate the product's Deep Video Search capabilities in the Dynamics365 mobile app with a single click. The product empowers workers out-of-box to annotate, analyze, index and search video-based knowledge in the context of individual work orders. The product supports videos from multiple sources including content created from mobile devices. Double Time will be available in several leading work order and gig-work mobile apps over the coming months.

The company is driving initial customer engagements in verticals like insurance, last mile gig-work, construction, and utilities. Accelerated by miniaturization of AI in mobile chips, 5G carrier networks and generational shift in field worker behavior, Double Time addresses an exploding \$22bn video analytics opportunity by 2025. Its co-founder and VP Engineering, [Shao Fang](#), has played a pivotal role in the digitization of field services across his career including recently serving as a technology executive at ServiceMax. The company is based in Palo Alto, CA and is venture funded by [The Hive](#).

### About the Role

The CEO will have an opportunity to build a large company with smart and highly functional co-founders in the video-based customer engagement space. We are looking for a business leader who has experience in digital customer engagement and service space. We are looking for someone with strong business background who can help build and lead a company at the early stage. Experience as a successful CEO who has raised multiple rounds of financing is highly desirable. The position will be based in Palo Alto, CA.

### Responsibilities

- Oversee the functions of the business directly and ensure that groups work together seamlessly to deliver a cohesive go-to-market strategy resulting in strong results for the company.
- Provide product, sales, and go-to-market business leadership to support the core technical strength of the company.
- Drive understanding of market size and potential, and customer needs. Translate these market trends into a compelling product vision, strategy, and roadmap especially as it pertains to current and future product offerings and product market fit.
- Drive product market fit and sales repeatability
- Build the team at every stage of the company
- Raise capital in multiple rounds
- Understand and define the role of Double Time and other players within its ecosystem including field service, customer service, gig-work and workflow SaaS platforms.
- Provide expertise and guidance in defining the business model, packaging, pricing model and go-to-market strategies.
- Develop commercial strategies to build and meet revenue goals.



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- Build world class executive team as the company scales.
- Foster and maintain a solid, cohesive company culture with a winning mentality and unwavering passion for the company's mission.

### About you

- Personality to thrive in a fast paced early-stage startup environment
- Prior role as a startup CEO and/or GM with a track record of successfully navigating a SaaS company through significant growth and into market dominance.
- Demonstrable success: someone that has scaled a business from early stage to scale.
- Raised capital from venture capital sources
- Ability to build a company vision and tell the company story to investors and the market
- Successfully built and managed a high caliber executive management team across diverse business functions.
- Strong business and customer development skills
- Managed a product and technology roadmap against business objectives.
- Developed and maintained high-level customer relationships. Has experience with selling to enterprises and Global 10,000 at multi-hundred thousand and multi-million \$ ARR.
- Strong familiarity with mobile customer service, field work, gig-work and/or computer vision applications
- Depending on the skill set, open to a first-time exceptional CEO candidate who has had a role in a general management capacity with full P&L responsibility of a substantial business unit in a large company.

Please send your resume to [tmravi@doubletime.ai](mailto:tmravi@doubletime.ai).

Double Time is an affirmative action employer and seeks candidates who will contribute to the diversity of our team.