

Nicolas Iannone

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I've led commercial teams in technology companies at CRO and CEO level — building go-to-market strategies, developing revenue operations, and bringing complex products to market. I've taken companies all the way from startup to exit.

CAREER

Experience

May 2025 — present

Piscada

CRO — Chief Revenue Officer

Joined Piscada as Chief Revenue Officer, responsible for bringing a new platform to market and structuring the commercial operations around it. Piscada is a Norwegian PropTech company delivering building intelligence platforms to over 1,500 buildings across Norway, Sweden, and the Netherlands.

Jun 2024 — Jun 2025

nLink

CEO — Chief Executive Officer

Led nLink as CEO, running daily operations and working on growth opportunities within robotics and artificial intelligence. nLink is an award-winning Norwegian robotics company that designs and develops mobile robots solving real-world challenges — including the Hilti Jaibot — by combining concept development, software, machine learning (AI), and mechanical design.

Oct 2022 — Dec 2023

Duett Software

CRO — Chief Revenue Officer

Joined Duett as Chief Revenue Officer to restructure the commercial side of the business — moving from a traditional sales organisation to a more integrated model connecting marketing, sales, and customer success.

Jan 2020 — Sep 2022

Ørn Software

VP — Vice President of Sales

Joined Ørn Software following their acquisition of Pixelwerk, taking on responsibility for sales and marketing across 13 products in 5 countries. Also involved in M&A; processes, the company's stock market listing, and the eventual exit to EG in 2022.

Sep 2012 — Jan 2020

Pixelwerk

Co-Founder & CEO

Co-founded Pixelwerk and was responsible for taking it from initial concept to a commercially viable SaaS platform for the aquaculture industry. Grew the team and developed the go-to-market strategy along the way. The company was acquired by Viking Growth-backed View Software AS (Ørn Software / EG) in 2020.

Jan 2009 — Aug 2012

Comfort Hotel Florø

GM — General Manager

Managed the commercial and operational transition from Rica Hotel to Comfort Hotel (Strawberry) — including new branding, culture, and operational systems. An early leadership role that gave me a solid foundation in P&L; responsibility, team development, and customer-focused operations.

BACKGROUND

Education

2026 — 2027

NTNU & NHH, Norway

Master of Technology Management (In Progress)

A joint programme between the Norwegian University of Science and Technology (NTNU) and the Norwegian School of Economics (NHH), with an international semester at MIT Sloan or University of Cambridge.

2001 — 2002

Macquarie Uni, Sydney

Bachelor of Business, Hospitality and Tourism

President of the Student Representative Council.

1998 — 2000

Switzerland & Australia,

Hospitality Management Diplomas

Institut Hôtelier César Ritz, Le Bouveret & Brig, Switzerland
International College of Management Sydney (ICMS), Australia
Including certificates in hotel management, food & beverage operations, and English proficiency (University of Cambridge).

PERSONAL

About

Originally from Switzerland, with years spent in England and Australia before settling in Norway in 2003. Based on the west coast, where I live with my partner and our two daughters.

I'm motivated by building things that work — whether that's a team, a commercial strategy, or a new way of operating. I tend to be most useful where there's complexity that needs structure.

Languages: French (native), English (fluent), Norwegian (fluent), Italian (basic), German (basic).