



Chief Revenue Officer

JOB SUMMARY

At DoubleCheck Solutions, Inc., we count on the executive team to solve complex business problems with creativity and passion, always ready to learn something new. We're seeking an experienced chief revenue officer (CRO) to join us in this mission, with a focus on strategic planning, product development, marketing, branding, and partnerships. Together with other members of the executive team, the CRO will execute on the corporate strategic plan — focusing on the expansion of customer segments and business partnerships — and ultimately strengthen operations. The CRO will also be instrumental in creating a strategic plan for boosting revenue streams.

KEY RESPONSIBILITIES

- Monitor the marketplace and analyze opportunities, providing competitive strategies and tactics
- Remain well-connected with customers to ensure that their needs are being factored into the product development and enhancement cycles
- Collaborate with the finance, product management, and marketing teams on messaging, pricing strategies, and business models for achieving revenue goals
- Identify and resolve issues across the marketing, sales, and account management teams
- Participate in contract negotiations

OBJECTIVES OF THIS ROLE

- Partner with senior leadership to execute the current corporate strategic plan and develop additional plans
- Ensure performance, strategy, and alignment of the company's revenue-generating departments
- Manage the global sales team to drive business growth across all customer segments, and share responsibility with the marketing department for improving strategy and customer experience
- Help maximize reach and efficiency by adding new, scalable partners in a strategic way
- Build and foster creative teams that are committed to our culture of innovation
- Monitor the revenue pipeline and leads, adjusting as necessary for sustainable growth

REQUIRED SKILLS & QUALIFICATIONS

- Ten or more years in diverse leadership roles, driving and implementing revenue growth
- Proven track record of growing revenue through new-product development, marketing, branding, and partnerships
- Significant experience in general management and P&L supervision
- Ability to craft and execute a business strategy effectively
- Experience in making decisions based on business metrics



- Inspirational leadership style and hands-on approach

PREFERRED SKILLS

- Strong technical experience with Salesforce and other business productivity tools
- Master's degree (or equivalent experience) in business administration or related field

SUPERVISORY RESPONSIBILITIES

- Ability to coach up or out, manage and track the success of the sales team
- Supervising existing sales channels and partnerships and adding new ones
- Regular meetings with sales channels and partnerships to guide success according to the company's strategic plan

LANGUAGE SKILLS

Ability to read and interpret documents such as operating and maintenance instructions and procedure manuals. Ability to write reports and correspondence. Ability to speak effectively before groups of customers or employees of organizations.

MATHEMATICAL SKILL

Ability to calculate figures and amounts such as discounts, interest, commissions, proportions, and percentages.

REASONING ABILITY

Ability to apply common sense understanding to carry out instructions furnished in written, oral, or diagram form. Ability to deal with problems involving several concrete variables in standardized situations. Ability to research and put together justification for sound decision making and recommendations.