JOB DESCRIPTION

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| **TITLE:** | Chief Revenue Officer | **DATE:** | 9/2019 |
| **REPORTS TO:** | Chief Executive Officer | **FLSA STATUS:** | Exempt |
| **DEPARTMENT:** | Sales & Marketing | **MGT/SPVR:** | Yes |

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**SUMMARY**

The Chief Revenue Officer (CRO) is responsible for all revenue generating processes within Pivot Interiors. The CRO is responsible for the performance, strategy, and alignment of most of the organization’s revenue generating functions. This individual will be accountable for the revenue generation and performance of Sales, Design, and Marketing.

This dedicated leader will work effortlessly to ensure that their team is focused and aligned with the company’s growth targets. The CRO will be an experienced and efficient leader with excellent people skills, business acumen, and an exemplary work ethic. The ideal individual will have a long history of building strong customer relationships, coupled with the market know-how to specify, strategize, and define opportunities.

**ESSENTIAL DUTIES AND RESPONSIBILITIES** include the following. Other duties may be assigned.

* Drives scale and profitability by developing and executing Pivot Interiors’ go-to-market strategy and sales function.
* Leads the marketing, sales, and design departments.
* Drives marketing leadership to create and execute winning marketing strategies to drive profitable growth.
* Propels sales leadership to develop and implement revenue driving strategies, which create long-term customer and business value.
* Maintains a customer-first focused organization.
* Effectively resolves issues across the marketing/sales functions – must be comfortable with conflict, addressing issues, and solving problems in a practical and healthy manner.
* Builds a winning sales team and organization through hiring and inspiring team members.
* Creates accountability within the company by developing appropriate metrics and performance expectations for their team.
* Consistently demonstrates a passion for Pivot Interiors’ core values.

**COMPETENCIES**

* Proven results as a Chief Revenue Officer or a similarly relevant role required.
* Previous sales or marketing leadership experience required.
* Experience implementing revenue operations strategies required.
* Adept at transitioning seamlessly from a strategic level vision to day-to-day tactical operations required.
* Working knowledge of data analysis and performance/operation metrics required.
* A demonstrated execution mindset and a record of success holding people accountable required.
* Ability to create a healthy organizational culture required.

**SUPERVISORY RESPONSIBILITIES**

Directs the activities of the sales and marketing divisions. Carries out supervisory duties in accordance with the organization's policies and applicable laws. Responsibilities include interviewing, hiring, and training employees; planning, assigning, and directing performance; rewarding and disciplining employees; addressing complaints and resolving problems.

**EDUCATION and/or EXPERIENCE**

Bachelor's degree (B. A. or B.S.) is required and an advanced degree (MBA or similar) preferred. 15 years sales and/or marketing experience with a minimum of 5 years senior management experience. Comfortable dealing with people from all levels including C-level executives, users, and business influencers. Excellent written and verbal communications skills.

**QUALIFICATIONS**

Balance of team leadership and hands on contribution when needed. Enthusiastic, curious, proactive professional who thrives on improving accounting operations and challenging the status quo. Earn respect internally as a committed financial and operational leader with the highest ethical standards. Eager and curious to learn the operating/logistics side of the Company; build cross-functional relationships with operations through excellent communication skills/style to support all levels of accounting and analysis needs. Strong leadership, management, organizational and interpersonal skills.

**LANGUAGE SKILLS**

Ability to respond to complex inquiries or complaints from customers or members of the business community. Ability to write speeches and effectively present information to top management in client organizations, public groups, and other outside entities.

**REASONING ABILITY**

Ability to define problems, collect data, establish facts, and draw valid conclusions. Ability to interpret an extensive variety of technical instructions in mathematical or diagram form and deal with several abstract and concrete variables.

**PHYSICAL DEMANDS**

While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to sit; use hands to finger, handle, or feel; and reach with hands and arms. The employee is occasionally required to stand. Specific vision abilities required by this job include close vision, color vision, depth perception, and ability to adjust focus.

**WORK ENVIRONMENT**

The physical environment is consistent with most professional service organizations. The noise level in the work environment is usually moderate.