

Head of Revenue

Who are we?

As one of the most significant purchases we'll ever make, a new home deserves to be the most exciting and enjoyable experience of our life. While owning a home should be simple and joyful, people's best asset is their least supported and biggest headache.

Virtuo's mission is to help new homeowners to quickly and effortlessly begin enjoying their homes, and continue enjoying them. When ownership decisions can be complex and overwhelming, Virtuo is the trusted unbiased guide to help make them faster.

What you'll be doing

- Comprehensive Revenue Strategy: Develop and implement a holistic revenue strategy that encompasses the entire customer journey, from lead generation to post-sale expansion and retention.
- Develop the Revenue organizations talent approach, including talent selection and talent nurture/development
- Sales Leadership: Lead, coach and inspire the revenue team to achieve and exceed revenue targets, ensuring alignment with customer-centric principles.
- Develop and implement sales playbooks to engage and attract interest from key accounts at both executive and middle management levels, fostering these relationships until the successful conclusion of sales agreements.
- Collaborate with the executive team to create a unified and cohesive approach to the customer journey.
- Lead cross-functional teams that are core to Virtuo's revenue strategy, including Sales, Account Success, Implementation, and Partner Acquisition.
- Cultivate strategic partnerships that enhance the Virtuo customer journey, creating incremental value for Virtuo customers and partners.
- Oversee and develop customer onboarding processes to ensure our customers and clients achieve first value quickly.
- Analyze team performance through key metrics to develop and continuously improve scalable core sales processes, training programs and results
- Monitor team KPIs and proactively identify actions that your team members can take to improve each month
- Work with the Executive Leadership Team to define and execute the company's sales strategies (e.g., net new sales, new verticals, up/cross-sell, account success, product roadmaps)
- Demonstrate a "never quit" attitude and instill tenacity and resilience in your team
- Foster a transparent, inclusive, and achievement-oriented culture

How you'll be measured

- Net revenue growth
- Account revenue and retention

What we're looking for

- 5+ years' experience leading teams of high-performing salespeople
 - 5+ years' experience in an individual contributor sales role with a track record of developing new and valuable relationships for corporate software or SaaS solutions
 - Bachelor's degree in commerce, business or related field
- Proven stage appropriate Series A+, executive-level experience in revenue-focused roles.

What will help you succeed?

- Proven track record of overachievement against team quotas
- Experience selling to senior leaders at large organizations
- Experience selling innovative B2B2C and/or SaaS solutions to large organizations
 - Exceptional communication skills, and an enthusiasm for client support and relationship building
 - Demonstrated success in scaling up a new company or product
 - High energy and the flexibility to perform under short time constraints to meet deadlines
 - Strong EQ skills, and passionate about inspiring and driving a team to deliver exceptional results

Resumes can be sent to careers@virtuo.com. We look forward to hearing from you!