

Job Description

Title:	Head of Revenue
Reports To:	Chief Executive Officer
Location:	Canada / USA / Remote / Full-Time

About the role:

At Property Vista, we count on the executive team to solve complex business problems with creativity, passion and action, always ready to learn something new. We're seeking an experienced **Head of Revenue** 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 Head of Revenue will execute on the corporate strategic plan, focusing on the expansion of customer segments and business partnerships. The Head of Revenue will also be instrumental in creating a strategic plan for boosting revenue streams.

Objectives of the role:

- Manage our Sales, AM, CX, Onboarding, and Marketing Operations teams, serving as a subject matter expert in revenue operations to monitor and report on the revenue funnel.
- Determine and direct operational priorities connected to new business and customer acquisition, growth, customer success (retention) to effectively achieve revenue goals.
- Develop process, systems, and productivity metrics to ensure our teams are hitting their performance targets. Incorporate early detection and identification into the process to ensure timely actions are taken.
- Evolve the methods and tools to measure, report, and recommend improvements on team effectiveness and enablement.
- Build a robust analytical base and help establish KPIs for making data-driven decisions on everything from account manager revenue targets, performance measurement, compensation planning, account and service tier segmentation, voice of customer, and dashboards to helping lead quarterly/yearly planning cycles. Establish high levels of quality, accuracy, and process consistency in planning, forecasting, and budgeting approaches used by the commercial and finance organizations.
- Prioritize investments in enabling technologies in support of commercial organization productivity including enhancements to the company Customer Relationship Management technology platform.
- Build processes and systems to accurately forecast revenue, particularly variable transaction-based revenue, and associated incentive compensation, as the company creates a playbook for revenue and service delivery.
- 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

What you will need:

- Experience: 10+ years of experience leading RevOps teams for hyper growth companies with complex selling environments. Demonstrated success in supporting multi-channel sales efforts, complex sales campaigns, sales to service handoffs, and customer success motions.
- *Analytical*: can proactively slice and dice data in multiple ways to detect conclusive patterns. Advanced operational modeling skills are a must.
- *Empathetic*: Use metrics, insights, and Emotional Intelligence to help the RevOps team be successful.
- *Collaboration*: Experience working cross-functionally at multiple levels of the organization including executives, to create processes, solve problems and develop strategies. Champions the needs of the business with the product team to ensure our technology exceeds the expectations of our customers and influences product roadmaps.
- *Strategic*: Strategic thinking around revenue, marketing, and customer success by using data-driven insights to create plans of action. The ability to understand the company's strategy and translate it into marketing programs, messages, and goals.
- *Forward-thinking*: Ability to solve complex problems and articulate the root cause and recommended solutions. A strong ability to address current-day challenges and account for what is needed now and in the future. Ruthlessly prioritizes -- continuously applies 80/20 principle.
- *Operational Excellence*: Able to drive projects to completion and organize/prioritize work for self and the teams. Sustain execution and urgency in the work processes.
- *Strong Communicator*: Executive presence and polish with the ability to work and communicate at the executive level while still remaining hands-on with the sales, partnerships, post-sales, and marketing team. The ability to clearly articulate the company's strategy so everyone understands the vision and goals.
- *Culture Setter*: Be part of the Leadership Team, setting the tone on culture from the top.
- *Team Manager and Leader*: Strong experience leading teams across different time zones.

What we will do for you:

- Competitive compensation
- Work for a highly collaborative and team focused company
- Flexible & remote work environment – we encourage and support your work-life balance!
- Generous paid vacation time
- Health benefits & programs that support both your physical and mental well-being
- Performance based bonus program
- Meaningful opportunities for learning and growing
- Employee Stock Options - our success is your success!
- Unlimited paid sick days - after all, your health and well-being matter to us!

About us:

Property Vista is an integrated and holistic software platform built by property managers to help property Management Companies (PMCs) grow their business and add value to their assets. PV unleashes innovative SaaS Property Management Solutions that enables PMCs to manage their properties, improve operational efficiency, and increase productivity and revenue throughout the entire lifecycle from lead to lease, throughout tenancy and all the backend operations that come with it. Property Vista is one of the fastest growing SaaS companies in Canada & the US that is using new technology to drive digital transformation in the Property Management industry. All qualified applicants will receive consideration for employment without regard to race, colour,



religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status.

To apply, please send all resumes and cover letter applications to the following email address:
careers@propertyvista.com