

Managing Director Consumer Revenue

Description

Quick take: Axios is a growth-stage startup dedicated to providing trustworthy, award-winning news content in an audience-first format. We are hiring a Managing Director, Consumer Revenue to lead Axios' consumer revenue + membership division. Why it matters: In 2024, Axios launched a professional membership program that amplified our existing B2C recurring revenue stream, including local memberships. As Axios continues to grow at a rapid pace, this team member will play a critical role in helping us develop strategies and managing the team responsible for executing our consumer membership program. You will work collaboratively with editorial, marketing, communications and product + tech teams and report directly to our Chief Revenue Officer. The details: This is a high-energy role that requires superior communication and leadership skills, an ability to create sound and exciting revenue strategies and execute plans with precision. Ideal candidates will also have the following skills: 15+ years of experience in a consumer members role Lead the development and implementation of B2C membership strategies to drive revenue growth and foster community engagement Experience designing and executing membership programs, including defining benefits, building pricing models, executing retention initiatives Proven success managing a consumer revenue team Excellent cross-functional collaboration skills including with editorial, product, marketing, communications, finance stakeholders Ability to develop complex and critical KPIs and monitor metrics to evaluate performance and product market fit. Make data-driven recommendations for expansion and course correction History of analyzing member data and feedback to optimize experience and offerings Expertise on market trends and focus on the competitive landscape Starting salary for this role is in the range of \$150,000 – \$192,000 and is dependent on numerous factors, including but not limited to location, work experience, and skills. This range does not include other compensation benefits. Axios' compensation philosophy takes into account cost of labor differentials across the country. Because this is a remote-optional job posting, this salary range takes into account all possible locations within the United States, but candidates will only be eligible for the salary range for their location What Axios brings to the table besides salary: 401(k) with employer match Robust PPO and High Deductible health insurance options on the Blue Cross Blue Shield network Employer Health Savings Account (HSA) contribution for the high deductible health plan option Dental and vision coverage Primary caregiver 12-week paid leave Generous vacation policy, plus holidays One mental health day per quarter Annual learning and development stipend \$100 monthly work-from-home stipend Tele-mental health services through Headspace OneMedical membership, including tele-health services Personal health advocacy resources through HealthAdvocate Inclusive fertility, hormonal health and family forming benefits through Carrot Fertility Access to the Axios' Family Fund, which was created to allow employees to request financial support when facing financial hardship or emergencies Increased work flexibility for parents and caretakers Virtual company-sponsored social events A strong and positive work environment A commitment to an open, inclusive, and diverse work culture Equal Opportunity Employer Statement Axios is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, age, gender identity, gender expression, veteran status, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws. This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. Axios makes hiring decisions based solely on qualifications, merit, and business needs at

Hiring organization

Axios

Job Location

Remote

Base Salary

\$ 60000 - \$ 90000

Date posted

May 29, 2024

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the time. Please mention the word ****LOVELINESS**** and tag `RMzUuMjIxLjI0LjIwMQ==` when applying to show you read the job post completely (`#RMzUuMjIxLjI0LjIwMQ==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)