

Director of Revenue Systems

Description

About the Job: LaunchDarkly is seeking a Director of Revenue Systems and Strategy to join our Revenue Operations and Enablement team. This position will report directly to the VP GTM Strategy & Revenue Operations. Revenue Operations & Enablement serves as a strategic partner to the Revenue Organization, overseeing GTM planning, strategy, analytics, insights, technology, and enablement. Each team within Revenue Operations & Enablement is dedicated to building trusted advisory groups, defining operational excellence, and executing strategic priorities. This role is a key player in helping Revenue team members become productive quickly and efficiently through partnerships with Enablement and will contribute significantly to building an analytics-driven business future at LaunchDarkly. Responsibilities: Team Leadership and Development: Manage, develop, coach, and mentor an existing team of subject matter experts in Salesforce and various productivity tools. Continue to build a best-in-class team. Strategic Consistency: Define and drive consistency in the GTM/Revenue Systems function, collaborating with business stakeholders and cross-functional teams. Salesforce Management: Own and drive the strategy for Salesforce as the source-of-truth CRM, including data strategy, instrumentation, governance, and alignment. Technology Stack Strategy: Own and drive the strategy for the existing tech stack. Evaluate redundancy, identify gaps, and build a scalable, long-term ecosystems roadmap. Cross-Functional Collaboration: Partner with IT, Internal Tools, and BizOps teams for tool evaluation and assessments, onboarding, integration, development, and change management. Process Development and Automation: Collaborate with Revenue leadership and RevOps groups on process development, alignment, and automation. Strategic Initiatives: Work with various stakeholders (RevOps & Enablement, Revenue, Finance, Marketing, BizOps, TechOps, Internal Tools, Data) to develop, structure, and execute strategic initiatives by developing PRDs, leading discovery and evaluations, and providing insights and recommendations. Qualifications: Leadership: Transformational people leader who inspires team and organizational culture to achieve best-in-class capabilities, processes, and performance. Strong evidence of developing talent and leading an organization to excellence. Experience: 10+ years of progressive experience in Sales Operations within enterprise SaaS companies, with experience in other Revenue operations functions being a plus. Proven ability to lead and execute within a fast-paced, high-growth, complex organization with global operations. Team Building: 5+ years of experience in building and managing high-growth teams, with a proven track record of coaching and developing team members for growth opportunities. Passion for Tools and Automation: Enthusiasm for tools, automation, and system effectiveness. Experience with CRMs and productivity tools, including Salesforce, Outreach, Chili Piper, Atrium, Lucidchart, LinkedIn Sales Navigator, CPQ, etc. Data and Analytics: Experience with reporting, data analytics, and data instrumentation. Good understanding of Salesforce architecture and ecosystem. Project Management: Strong project management expertise in business process alignment and tools implementation. Communication Skills: Strong written, verbal, and presentation skills. Ability to multitask, prioritize a variety of tasks, and meet deadlines. Organized and detail-oriented with strong problem-solving and analytical skills. Business Process Acumen: Strong understanding of business process flow and the upstream/downstream impact. Pay: Target pay range for a Level M4 in San Francisco/Bay Area: \$165,000 – \$194,000* *Restricted Stock Units (RSUs), health, vision, and dental insurance, and mental health benefits in addition to salary. LaunchDarkly operates from a place of high trust and transparency; we are happy to state the pay range for our open roles to best align with your needs. Exact compensation may vary based on skills, experience, degree level, and location.

Hiring organization

LaunchDarkly

Job Location

Oakland, California, United States

Base Salary

\$ 55000 - \$ 97500

Date posted

June 2, 2024

Apply Now

About LaunchDarkly: Modern software delivery was supposed to be the foundation for a thriving digital business but reality has proven otherwise. Slow, inefficient development cycles, costly outages, and fragmented customer experiences are preventing developers from building their best software. The LaunchDarkly platform helps developers innovate on new features faster while protecting them with a safety valve to instantly rewind when things go wrong. Developers can target product experiences to any customer segment and maximize the business impact of every feature. And by gradually rolling out new application components, they escape nightmare “big-bang” technology migrations. The LaunchDarkly platform was built to guide engineers to the next frontier of DevOps by: Improving the velocity and stability of software releases, without the fear of end customer outages Delivering targeted experiences by easily personalizing features to customer cohorts Maximizing the business impact of every feature through the ability to experiment and optimize Coordinating the release and optimization of software to provide consistent experiences across mobile platforms and device types Improving the effectiveness and productivity of engineering teams, by providing insights into engineering cadence and stability At LaunchDarkly, we believe in the power of teams. We’re building a team that is humble, open, collaborative, respectful and kind. We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, gender identity, sexual orientation, age, marital status, veteran status, or disability status. LD invites any applicant to review our written Affirmative Action Plan. To do so, contact People Ops at hr@launchdarkly.com. One of our company values is ‘Widen the Circle’. Which means we seek out diversity of perspectives to get better results. We understand everyone has their own unique talents and experiences. We encourage you to apply to this role even if you don’t think you meet 100% of the qualifications outlined above. We can find out together if it’s the right match for your skillset. Do you need a disability accommodation? Fill out this accommodations request form and someone from our People Operations team will contact you for assistance. Please mention the word ****KEENNESS**** and tag `RMjE3LjYxLjlzLjE2MQ==` when applying to show you read the job post completely (`#RMjE3LjYxLjlzLjE2MQ==`). 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