

Head of Revenue (CRO) @ MyMove

About us

At MyMove, we have built the first multimodal sharing platform that allows organizations to offer, manage and share their fleet easily. We all know that the Mobility is less & less about **owning** and more & more about **using** and **sharing**. So why are we relying so much on individual/personal cars? Because sharing comes with *practical* challenges. Therefore, we have built a platform to take hassle away from sharing.

We're backed by Lab-Box, the Startup Studio of D'Ieteren. At Lab Box, it's all about improving the mobility of people and goods in a scalable & sizeable way, by developing new concepts in the world of Mobility.



The Role

The Head of Revenue leads MyMove's Customer acquisition strategy and all aspects of **driving revenue** to the company.

The head of revenue's purpose is to manage and improve all steps of the funnel. In doing so, (s)he will play a leading role: linking marketing with sales, with customer success, with pricing, with support, etc. This approach goes beyond measuring sales and profits and rather takes a holistic approach to long term revenue. This requires a highly analytical approach to assess the revenue creation strategies by channel, by campaign, by segment, etc.

MyMove is a young SaaS company with a rocking team going for a big market. We need you to bring your expertise and experience from the SaaS industry to work closely with the CEO to develop and professionalise our team in order to reach our ambitious goals.

You will therefore **leads sales and client-relationship management**, track new markets and emerging trends, feed new developments to the product team, propose and develops new strategic partnerships, write proposals and plans, and manage the growth and marketing initiatives.

 Have you delivered results in a similar role in the past? If so, that's what we're looking for. 

Responsibilities


You will have a pivotal role by working closely with both the Marketing team (or agency), the Customer Success and the Product team in order to:


- Create a standardized outreach for current and future clients and coordinate its implementation across sales channels, client management, and marketing and communications ;
- Develop growth strategies with the executive team and board of directors for pioneering new and existing markets


- Establish both short-term results and long-term strategy, including revenue forecasting ; Develop and implement robust sales management processes – pipeline, account planning, and proposals ;
- Create accountability within the company by developing appropriate metrics ; Monitor the strategies and processes across the revenue cycle from customer acquisition to engagement to success ;
- Monitor the revenue pipeline and leads, adjusting as necessary to create sustainable growth ; Oversee all Channel/Partner Development -- adding new sales channels and 3rd party resellers and partners across Europe ;
- Drive a “lean startup” style environment of constant experimentation and learning ;
- Fill management gaps by building and training individuals and teams in Sales and Account Management ;
- Leverage customer research (quantity and quality) to provide strategic leadership for brand architecture and positioning.


Qualifications


We do believe that, for Human Talent, past performance is indicative of future results. We are looking for someone with exceptional credentials and the willingness to drive the change while taking people on board with them.


 8-10 years minimum professional experience


 Relevant experience in SaaS

 Experience with managing and driving a Sales team

 Experience in marketing

 Highly analytical and methodical mindset

 Full proficiency in English, French and Dutch

 Willingness to enjoy spending good times with your colleagues; *Flagey* is so full of restaurants...

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