

Colombia Jobs Expertini®

Chief Revenue Officer

[Apply Now](#)

Company: SheWorks!

Location: Bogotá

Category: business-and-financial-operations

COMPANY OVERVIEW Unicorn Hunters is a disruptive platform that is on a mission to democratize wealth creation by giving entrepreneurs a new way to access capital and allowing everyone to invest in pre-IPO opportunities. Unicorn Hunters is one part investment platform, one part funding platform, and all parts entertainment. We call it “Enrichtainment.”

Our goal is to connect the dots between the best and the most competitive value. Unicoin Democratizes Access to Crypto Investment Opportunities. Backed by a portfolio of equity stakes in the companies that are part of Unicorn Hunters, Unicoin is designed to be a more stable alternative for people who want to invest in crypto without the extreme volatility of early coins. **JOB PURPOSE** Unicoin is seeking an experienced and strategic Chief

Revenue Officer (CRO) to lead our revenue generation efforts and drive business growth and profitability. As the CRO, you will be responsible for developing and executing a comprehensive revenue strategy to maximize revenue streams, optimize sales performance, and achieve our company's financial objectives . **PRIMARY**

RESPONSIBILITIES Develop and implement a revenue generation strategy aligned with Unicoin's overall business goals, with a focus on driving sustainable revenue growth and diversification. Lead and manage the sales, business development, and partnerships teams, providing strategic direction, guidance, and support to drive revenue generation activities.

Define and track key performance indicators (KPIs), metrics, and targets to measure and evaluate the effectiveness of revenue generation initiatives and ensure alignment with company objectives. Identify and prioritize target markets, customer segments, and revenue opportunities based on market analysis, customer insights, and competitive intelligence.

Collaborate with product management, marketing, and technology teams to develop and launch new products, services, and revenue streams that meet customer needs and drive market differentiation. Establish and maintain strong relationships with key customers, partners, and stakeholders to drive sales growth, negotiate contracts, and expand market reach. Develop pricing strategies, discounting policies, and revenue models to optimize profitability while ensuring competitiveness and value proposition in the market. Implement best practices for sales enablement, including sales training, performance coaching, and the development of sales tools, processes, and collateral. Monitor market trends, industry developments, and customer feedback to identify opportunities for innovation, product development, and revenue optimization. Prepare and present regular reports, forecasts, and insights to executive leadership and the board of directors on revenue performance, trends, and opportunities.

JOB QUALIFICATIONS Bachelor's degree in Business Administration, Sales, Marketing, or a related field; MBA or other advanced degree is preferred. Proven experience (8 + years) in a senior leadership role overseeing revenue generation, sales, or business development in the fintech, technology, or related industry. Track record of successfully driving revenue growth and achieving sales targets in a fast-paced, dynamic environment, with experience scaling revenue operations in high-growth companies. Deep understanding of sales methodologies, pipeline management, and CRM systems, with the ability to implement and optimize sales processes and technologies to drive efficiency and effectiveness. Strong analytical skills, with the ability to analyze complex data, identify trends, and derive actionable insights to inform revenue strategy and decision-making. Excellent leadership and management skills, with the ability to inspire and motivate cross-functional teams to achieve common goals and objectives. Exceptional communication and interpersonal skills, with the ability to build rapport and credibility with internal and external stakeholders at all levels of the organization. Strategic thinker with a results-oriented mindset, able to balance short-term revenue goals with long-term business sustainability and profitability. Entrepreneurial spirit and willingness to take calculated risks, challenge the status quo, and drive innovation in revenue generation strategies and tactics. Ability to manage multiple tasks and prioritize effectively in a dynamic environment. Flexible and adaptable – can manage change and work comfortably with ambiguity. Team player – works well in a collaborative environment. Being fluent in English and Spanish is desirable.

THE WAY WE WORK We are a global multicultural company without geographical or cultural barriers. Remote work has always been the norm. We are agile,

and efficient and make decisions based on real-time data, allowing us to pivot quickly and consistently innovate. We believe work is something that you do and not a place where you go. We are proud to be part of the global movement that is changing the way people work forever. At SheWorks! we break geographical barriers, connect professionals with remote work opportunities and bring transparency to remote workforce management. Powered by JazzHR

[Apply Now](#)

Cross References and Citations:

1. Chief Revenue Officer ManagementjobsJobs BogotáManagementjobs ↗
2. Chief Revenue Officer Chicagojobsearch Jobs BogotáChicagojobsearch ↗
3. Chief Revenue Officer MontrealjobsJobs BogotáMontrealjobs ↗
4. Chief Revenue Officer Jobsinsaudiarabia Jobs BogotáJobsinsaudiarabia ↗
5. Chief Revenue Officer Webdeveloperjobs Jobs BogotáWebdeveloperjobs ↗
6. Chief Revenue Officer SalesjobsnearmeJobs BogotáSalesjobsnearme ↗
7. Chief Revenue Officer Karachijobs Jobs BogotáKarachijobs ↗
8. Chief Revenue Officer SerbiajobsJobs BogotáSerbiajobs ↗
9. Chief Revenue Officer AccountingjobsnearmeJobs BogotáAccountingjobsnearme ↗
10. Chief Revenue Officer ProgrammingjobsnearmeJobs Bogotá Programmingjobsnearme ↗
11. Chief Revenue Officer Professorjobs Jobs BogotáProfessorjobs ↗
12. Chief Revenue Officer MobileappjobsJobs BogotáMobileappjobs ↗
13. Chief Revenue Officer Luxuryjobs Jobs BogotáLuxuryjobs ↗
14. Chief Revenue Officer TraveljobsJobs BogotáTraveljobs ↗
15. Chief Revenue Officer Jobsinaustria Jobs BogotáJobsinaustria ↗
16. Chief Revenue Officer Environmentaljobs Jobs BogotáEnvironmentaljobs ↗
17. Chief Revenue Officer NetworkengineerjobsJobs BogotáNetworkengineerjobs ↗
18. Chief Revenue Officer HospitalityjobsJobs BogotáHospitalityjobs ↗
19. Chief revenue officer Jobs Bogotá ↗

20. **AMP Version of Chief revenue officer** ↗
21. **Chief revenue officer Bogotá Jobs** ↗
22. **Chief revenue officer Jobs Bogotá** ↗
23. **Chief revenue officer Job Search** ↗
24. **Chief revenue officer Search** ↗
25. **Chief revenue officer Find Jobs** ↗

Source: <https://co.expertini.com/jobs/job/chief-revenue-officer-bogota-sheworks--81e71f6df2/>

Generated on: 2024-05-04 by Expertini.Com