



CHIEF REVENUE OFFICER

JOB DESCRIPTION

Chief Revenue Officer (CRO)

A fast-growing fintech company specializing in Merchant Cash Advance (MCA) solutions, providing businesses with the funding they need to scale and succeed. We leverage innovation, efficiency, and strategic partnerships to drive rapid growth. As we expand, we're seeking a dynamic Chief Revenue Officer (CRO) to spearhead revenue generation, optimize sales strategies, and build high-impact partnerships.

About the Role

As Chief Revenue Officer (CRO), you will be the driving force behind our clients revenue growth, overseeing sales, partnerships, and business development strategies. This role requires extensive experience in MCA and a strong network of ISOs, brokers, and industry stakeholders. You will lead and scale high-performing teams, refine sales tactics using market insights, and implement strategies to expand Funders App's market presence.

Key Responsibilities

- Develop and execute a scalable revenue strategy to drive sustained growth.
- Lead, manage, and mentor the sales and business development teams.
- Strengthen and expand partnerships with ISOs, brokers, and key industry players.
- Analyze market trends, customer behavior, and competitive insights to refine sales strategies.
- Establish and track key performance metrics to ensure revenue targets are met or exceeded.
- Collaborate with marketing and product teams to enhance lead generation and conversion.
- Identify and capitalize on new business opportunities to accelerate market expansion.

What We're Looking For

- 3-5+ years of proven experience in MCA, alternative lending, or financial services (a must).
- 5+ years of leadership experience in revenue, sales, or business development roles.
- Track record of scaling revenue, optimizing sales processes, and exceeding targets.
- Experience in building, training, and leading high-performance sales teams.
- Strong analytical mindset, data-driven decision-making, and strategic execution.
- Exceptional leadership, negotiation, and relationship-building skills.

What We Offer

- Competitive base salary + performance-based bonuses.
- The opportunity to lead, shape, and scale a high-growth fintech company.
- A dynamic and fast-paced environment with room for innovation and leadership impact.
- Salary 100k - 150k



READY TO APPLY:

Get in touch with us at
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