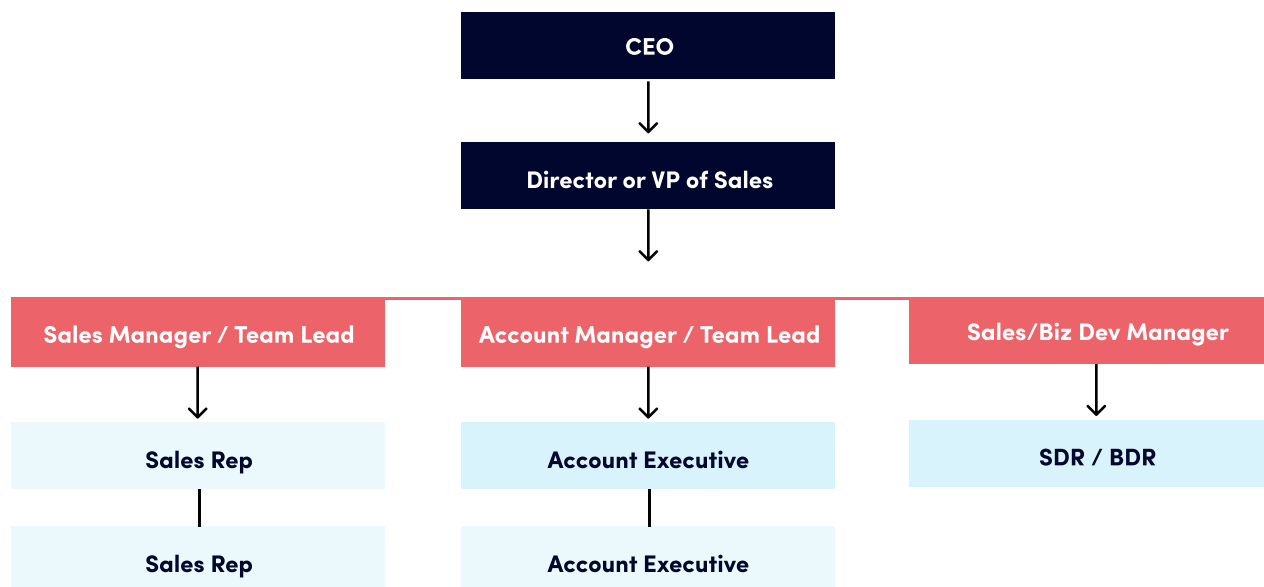


Revenue Org Chart

Go-to-Market



HUNT CLUB INSIGHT

- Typically, a CRO isn't needed at this stage – a Director or VP of Sales will be sufficient.
- If a higher title is important to a candidate, consider using Head of Revenue in their offer.
- If there is a solid funding path and high growth trajectory where a CRO will be needed in 12-24 months and the right candidate is found, set up a clear path and metrics to hit that will lead to a CRO position.