Revenue Org Chart

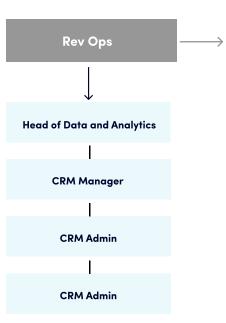
IPO-Ready

CFO

CMO

SVP of Marketing

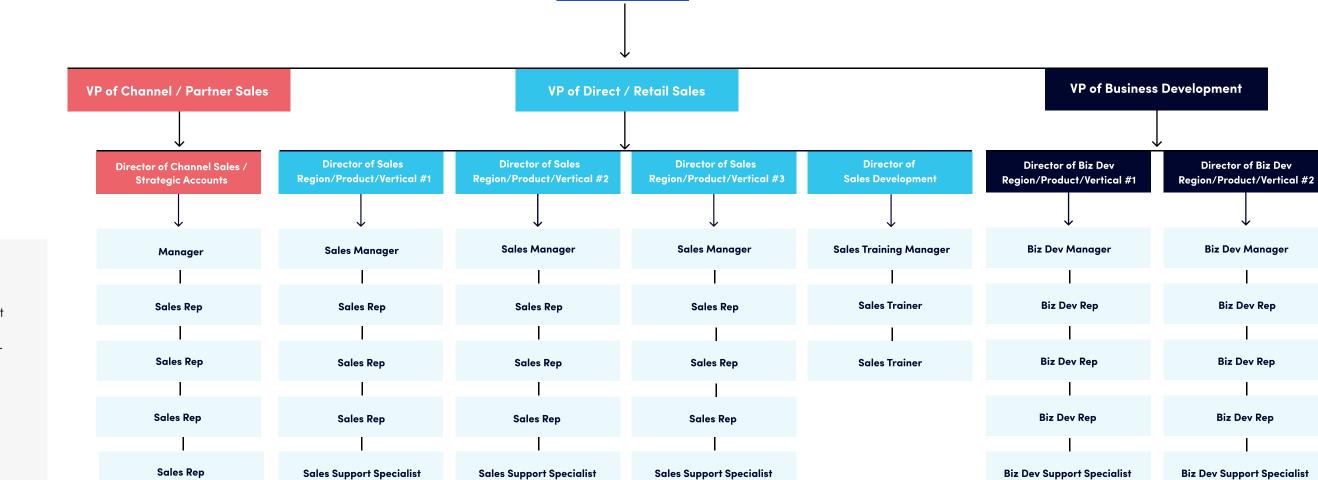
Sales Support Specialist



COO

HUNT CLUB INSIGHT

- A CRO is accountable for driving alignment between all revenue-related teams, specifically marketing, sales, and customer success. As such, some orgs will have SVPs of these departments report directly to the CRO while others prefer to have a CMO and CXO work in tandem with the CRO.
- Sales function is very similar to a scaling organization. In this stage, you'll add an additional layer of VPs and Directors, along with supportive roles like training, analytics, and reporting.



Sales Support Specialist

CEO

CRO

SVP of Revenue

CXO

SVP of Customer

Success



CTO



CPO