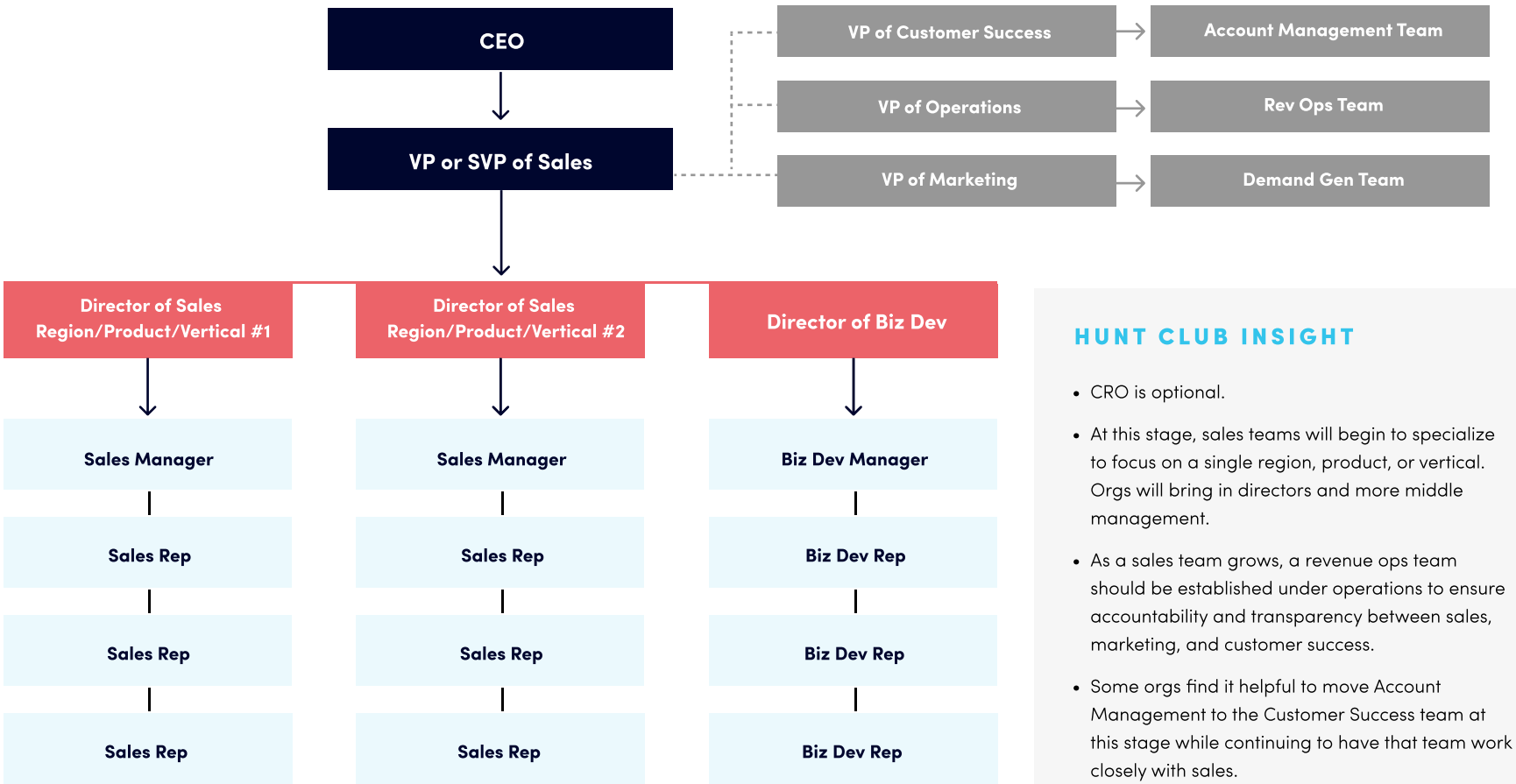
Revenue Org Chart

Organizational Scaling



HUNT CLUB INSIGHT

- CRO is optional.
- At this stage, sales teams will begin to specialize to focus on a single region, product, or vertical. Orgs will bring in directors and more middle management.
- As a sales team grows, a revenue ops team should be established under operations to ensure accountability and transparency between sales, marketing, and customer success.
- Some orgs find it helpful to move Account Management to the Customer Success team at this stage while continuing to have that team work closely with sales.