



# IronNet Careers

## Open Positions

<u>Job Title</u>	<u>Category</u>	<u>Location</u>	
Chief Revenue Officer (CRO)	Sales	Remote, United States	<a href="#">Apply</a>

## Job Description

At IronNet, we count on the executive team to solve complex business problems with creativity and passion, always ready to learn something new. We're seeking an experienced **Chief Revenue Officer (CRO)** to join us in this mission, with a focus on strategic planning, product development, marketing, branding, and partnerships. Together with other members of the executive team, the CRO will execute on the corporate strategic plan — focusing on the expansion of customer segments and business partnerships — and

ultimately strengthen operations. The CRO will also be instrumental in creating a strategic plan for boosting revenue streams.

### **Objectives of this role**

- Partner with senior leadership to execute the current corporate strategic plan and develop additional plans.
- Ensure performance, strategy, and alignment of the company's revenue-generating departments.
- Manage the global sales team to drive business growth across all customer segments, and share responsibility with the marketing department for improving strategy and customer experience.
- Help maximize reach and efficiency by adding new, scalable partners in a strategic way.
- Build and foster creative teams that are committed to our culture of innovation.
- Monitor the revenue pipeline and leads, adjusting as necessary for sustainable growth

### **Responsibilities**

- Monitor the marketplace and analyze opportunities, providing competitive strategies and tactics.
- Remain well-connected with customers to ensure that their needs are being factored into the product development and enhancement cycles.
- Collaborate with the finance, product management, and marketing teams on messaging, pricing strategies, and business models for achieving revenue goals.
- Identify and resolve issues across the marketing, sales, and account management teams.
- Participate in contract negotiations.

### **Required skills and qualifications**

- Fifteen or more years in diverse leadership roles, driving and implementing revenue growth.
- Proven track record of growing revenue through new-product development, marketing, branding, and partnerships
- Significant experience in general management and P&L supervision
- Ability to craft and execute a business strategy effectively.
- Experience in making decisions based on business metrics.
- Inspirational leadership style and hands-on approach

### **Preferred skills and qualifications**

- Strong technical experience with Salesforce and other business productivity tools
- Master's degree (or equivalent experience) in business administration or related field

To apply, send your resume and cover letter to [recruiting@ironnetcybersecurity.com](mailto:recruiting@ironnetcybersecurity.com)

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