

Role: Chief Revenue Officer
Team: Corndel Group Executive Leadership
Package: Pension, Unlimited leave, Flexible working
Location: London based
Salary: £150,000 plus (Including bonus & equity package)

Corndel is a unique, multi award-winning UK management and technology training provider, that focuses on delivering the highest quality programmes throughout an employee's career. Our relentless focus on quality has made us the training provider of choice for large corporate clients.

Corndel has grown exponentially since its inception in 2016, through a proven strategy of targeted relationship building with Talent/Learning, Diversity & Inclusion, Early Careers and Digital Transformation decision makers at large corporates across a range of industries. In Q4 2020, Corndel received major investment backing from THI investments. THI's investment is supporting the management team pursue both an organic and acquisitive growth strategy.

THE ROLE:

Reporting to the CEO and working closely with the Executive Management team and the board, the newly created position of Chief Revenue Officer at Corndel is a fantastic opportunity for an experienced individual to be responsible for the performance, strategy and alignment of the company's go-to-market (GTM) strategy and delivery of its business plan. Identifying and delivering new revenue opportunities in existing and new products & markets; creating a sustainable strategy for future growth and delivering accurate revenue projections.

5 IMPORTANT TRAITS WE ARE LOOKING FOR:

Visionary

We want the CRO to own the company's growth outlook – a storyteller who can articulate the company's vision for growth and the art of the possible in new markets and products.

Data Obsessed

The CRO will own the go to market strategy driving all decisions for pricing, products and setting the buyer journey. An obsession with data will help the company target the right customers at the right time ensuring the whole organisation has the same customer view – using the latest technology and data processes.

Passionate about building teams

A seasoned executive with experience of growing people and culture. A mentor that ensures their people are motivated and incentivised to build a team that excites them and provides the environment to exceed their targets and goals. Create a winning culture.

Cool under pressure

The maturity and experience to work in a fast-paced environment where accountability for company targets and to the board is second nature.

Nimble against change

Ability to manage rising business complexity using a hybrid workforce with new digital sales tools and the latest digital marketing. Our clients demand for connected, personalised experiences

require the CRO to be nimble about change and always focused on best in class and market leading products and services and how best to adapt these to the client.

RESPONSIBILITIES:

- Work closely with the executive team and board of directors to deliver our revenue targets and business plan
- Develop growth strategies for pioneering new products, new markets and competitive opportunities
- Own the Go-To-Market strategy and be accountable for its delivery
- Build on the success to date by growing the GTM team with the right incentives, a winning culture and appetite for exceeding targets
- Build a robust and accurate revenue pipeline and forecasting
- Implement a tech strategy that delivers accurate data that can be used for future decision making
- Build a cohesive short, medium and long term revenue strategy that encompasses marketing; sales; product/service and customer success teams
- Create a 'lean start up' mentality of constant experimentation and learning
- Responsible for the sustainable growth of the business by increasing revenue year on year
- Play an active role in shaping and executing Corndel's non-organic /acquisitive growth strategy

SKILLS:

- Leadership – move others to action by planning, motivating, organising and owning team responsibilities, with the ability to lead change and take others with you
- Interpersonal/Communication Skills – an innate ability to channel different points of view; able to establish and maintain excellent relationships and credibility quickly
- Excellent consulting as well as technical writing and presentation skills
- Understanding of how to establish and maintain brilliant relationships with C-level executives of key target clients and channel partners
- Critical thinking – a strategic and analytical approach, with strong data analytics ability
- Ability to balance risk taking and judgement; being confident and assured to operate independently of the wider team

What we're looking for:

- Experience of revenue ownership with a track record of success, demonstrable business expansion and growth, with a minimum of five years in a similar senior leadership sales role
- Proven successful sales team building and management experience
- A deep knowledge of effective go-to-market strategies, multi-channel marketing and the latest trends in digital marketing
- Thorough understanding of a wide range of technology with experience in software, content, platform, or SaaS businesses
- Experience in education technology or on-line learning is highly desirable
- A Professional; unquestionable integrity, credibility and character who demonstrates high levels of moral and ethical behaviour
- A passion for our mission: to improve the lives and career prospects of our learners – to delight them and their employers

Corndel is committed to building a brilliant team that is inclusive in its culture, and values diversity so that we can best serve the needs of the learners and clients that we support. We strive for equality of opportunity in all that we do and actively encourage applicants from all groups and backgrounds to apply for this role.

This is an exciting time to be joining a fast-growing, purposeful business. If your skills and interests could help us increase our reach and make an even bigger impact, we would love to hear from you.

About Corndel:

We deliver transformative professional learning for leading UK businesses, focused around the core corporate competencies which provide strategic advantage.

We have grown by targeting some of the UK's largest employers and delivering scaled programmes across their management and professional workforce.

Our clients include ASDA, Credit Suisse, Legal and General, Marks and Spencer, AIG, Joules, Kier Group, Royal Mail, G4S, Wates, Macmillan Cancer Support and the NSPCC. We are targeting some of the largest businesses in the UK, including major players in financial services and technology.

We have differentiated from the market by a quality offer, focussed on professional coaching and original content. We offer the most competitive salaries in the wider apprenticeship industry and the opportunity to be part of an exciting and ambitious high-growth business.

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