

FRACTIONAL REVENUE LEADER

Part-time. Fractional. Subcontract.

Role Objective:

1. Take purposeful action to generate leads that become Atomic Revenue clients by discovering needs to propose Revenue Operations and Revenue Enablement solutions that result in billable client work for self and others.
2. Develop strategy in collaboration with a client leadership team to establish appropriate timeline, budget, and resources required for outcome success (i.e. measurable value for the client business, their employees, their vendors, and participating Atomic Revenue team members).
3. Translate strategy into an executable implementation plan to activate teams before leading, managing, and holding yourself and others accountable (LMA) for measurable value and outcome success.

Key Responsibilities:

- Work on a team to manage client satisfaction, retention, and expansion as you guide clients through our proven process (Diagnose, Resolve, and Optimize).
- Participate in Quarterly Business Reviews with clients every 90 days.
- Attend and participate in internal Outcome Success meetings.
- Generate opportunities for self and others to serve clients.
- Connect with a client leadership team to help diagnose immediate priorities associated with near-term and long term goals.
- Determine and clarify expectations for budgets, work to be done, and timelines.
- Lead, manage, and hold accountable (LMA) teams that may include client's employees, Atomic Revenue team members, and any related vendors or suppliers.
- Build budgets, determine KPIs, and hold the team accountable for performance.
- Create job descriptions, develop compensation plans, and support the hiring and onboarding process for applicable client employees (possibly as a hiring manager).
- Identify opportunities and select solutions for Atomic Revenue to serve clients and determine what resources are required.

Role-Specific Requirements:

- **Excellent Communication Skills:** Comfort, ease, and effective communication including Text, Asana, Slack, Email, Phone, Zoom, and In-person.
- **Ability to Build Rapport:** Quickly establish working relationships.
- **Comfortable Delivering Good and Bad News:** Communicate to clients in a professional, timely, and efficient manner.
- **Organized:** Manage timelines, milestones, work requirements, and communications with client and Atomic Revenue team members.
- **Responsive:** Respond in a timely manner to meet client needs.
- **Broad Knowledge and Understanding of Business:** Learn client's business and help them see the importance of each participant required for outcome success.
- **Experience with EOS:** Familiarity with Entrepreneur Operating System (EOS) or willingness to learn and a commitment to serve on EOS leadership teams.

Associated Income Opportunities:

- Your own billable expertise
- Assigned outcome success roles
- Business Development (Lead Generation and/or Sales Commissions)
- Authorized Subject Matter Expert (SME) for a Fixed Fee Program

CORE VALUES

Atomic Revenue thrives on the collaboration of a virtual, self-managed, and highly flexible workforce. As such, new team members MUST align with our Core Values. Would your past clients, colleagues, and vendors agree that you exhibit these values in your professional work and behavior? If so, we want to meet and work with you.

WICKED SMART

Multi-talented individual with valuable skills who is situationally aware, pushes back when necessary, and knows their highest value while remaining curious and eager to learn.

SELF-DIRECTED

Energetic, ambitious, and committed team player who appreciates work flexibility to self-manage independent work as an accountable team member.

PROBLEM-SOLVER

Responsive and organized team player who blends creative and analytical thinking to ask questions, listen carefully, and collaborate effectively.