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## Revenue Operations

Zero Hash  2 reviews

Remote

Remote

Full-time

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### Job details

Job Type

Full-time

Remote

### Benefits

Pulled from the full job description

- 401(k)
- Dental insurance
- Health insurance
- Parental leave
- Vision insurance
- Wellness program

### Indeed's salary guide

- Not provided by employer
  - \$77.8K - \$98.6K a year is Indeed's estimated salary for this role in Remote.
- Report inaccurate salary

### Full Job Description

#### About Zero Hash

Zero Hash is backed by Point72, Nyca, Struck Capital, Bain Capital, TradeStation, and tastyworks. Zero Hash's mission is to empower innovators by delivering access to the financial system 2.0. Zero Hash enables developers and businesses to focus on building experiences and products. We power your favorite brokerage app or neo bank to offer BTC, provide the rails to the 2.0 payment processors, give platforms the ability to facilitate instantaneous cross-border payments, and eliminate complexity for moving assets for the world's largest liquidity providers.

#LI-Remote

This fully remote role is open to candidates in any AMER timezone.

#### The Zero Hash Culture

All Zero Hash employees are guided by the following characteristics and core principles:

- Independence/Ownership - An ability to work autonomously. Join Zero Hash, pitch ideas, and shape the work you do.
- Passion - We are innovating quickly and challenging the status quo. We want you to think big, be creative and make a difference every day.
- Collaborative - A good attitude and respect for others. We're teammates, not co-workers. Everything we do is a shared success and equally a shared

#### Company Info



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 2 reviews

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failure - we talk in terms of "we" not "me".

- Initiative - An ability and passion for learning and asking questions. We will champion you, challenge you and push you to achieve your best - and we expect you to do the same.
- Empathy - An ability to listen, respect, and understand your co-workers, customers, and everyone you interact with no matter how different they are to you.
- Adaptability - An ability to respond quickly. We are in a fast-paced industry and so we expect you to be creative when solving a new problem and comfortable under pressure.
- Transparency - We believe that transparency is critical to empowering everyone to make the best decisions, both the company to its people and vice versa.
- Integrity - Integrity creates trust. As both an organization collectively and as individuals, it is our most valuable asset.

### The Role

Zero Hash is looking for a Revenue Operations professional to serve as the Rev Ops Manager for our sales organization,, in support of the company's key objectives. In the Revenue Operations Manager role you will be primarily responsible for revenue operations function, supporting the commercial team. Reporting to the SVP, Global Head of Sales. You will be responsible primarily out of hubspot, ensuring the single source of truth is accurate and reliable alongside the teams.

What you'll be doing:

- Supporting senior management to identify business challenges, prioritize, define and scope solutions to solve these challenges
- Lead the Deal Review Committee alongside senior management, setting parameters for deal negotiations and scoping
- Manage pipeline reporting to ensure that top of funnel is able to support annual revenue goals
- Leading and driving execution and continuous improvement within the revenue operations function
- Navigating CRM, data-oriented SaaS platforms, and SaaS-based collaboration tools
- Ensuring accurate data management
- Analyzing and reporting on the commercial team KPIs and metrics, leveraging insights to identify problems, recommend and track success
- Work with Finance to manage commission payouts and track deal progress
- Automating processes using tools and dashboards to drive efficiency

What we look for in you:

The ideal candidate for this Revenue Operations Manager role will have relevant experience of ensuring business revenue functions are ran efficiently. This includes:

- Gtm analysis, win/loss analysis, customer segmentation analysis
  - Build the framework for addressable markets
  - Identify who the company should be prioritizing (vertical, products, geography)
  - Build a customer feedback system for the growth of existing customers
- Managing and coordinating revenue reports
  - Forecasted bookings
  - Commits
  - Several cuts of data
- Sales process development, tooling and processes
  - Defining the sales process/motion
  - Mapping data from marketing through sales
  - Using Tableau (or equivalent)
  - Advanced knowledge of Google sheets/excel (i.e. pivot tables, etc.)
- Sales enablement software management, CRM and emerging technologies
  - CRM integration and infrastructure

- Hubspot as an admin/super admin
- Sales Administrator/sales operations/revenue ops analyst or similar
  - Designing the commission plan
  - Implementing a commission system
  - Territory and quota setting
- Managing the operational aspects of deal negotiations
  - Lead Deals Desk/Deal Review Committee
  - Standardize contract parameters in CRM
  - Track which customers are buying which products

In addition, you'll need the following:

- 3-5 years of experience in a sales or revenue operations within a SaaS environment
- Experience with sales and marketing domain
- Experience using revenue operations data-oriented SaaS platforms such as outreach/salesloft/apollo, zoominfo, Salesforce, hubspot
- Outstanding communication skills
- Strong project management skills
- Experience leveraging data in multiple systems

### Benefits Offered

We believe that the best way to succeed is by having a happy, motivated and healthy team. We offer the following benefits:

- Healthcare Insurance: Zero Hash covers roughly 100% of employee premiums as well as a portion of spouse/children
- Vision & Dental Insurance
- Mental Health and Wellness Program
- Equity Ownership and Early Exercise
- Maternity & Paternity Leave
- Educational budget of \$1000
- WFH stipend of \$500
- WeWork All Access Membership
- Visa Sponsorship
- 401k

### About Zero Hash

Zero Hash is a B2B embedded infrastructure platform that allows any platform to integrate digital assets natively into their own customer experience quickly and easily (a matter of API endpoints). We power neo-banks, broker-dealers, and payment groups to offer digital asset trading and custody, crypto-backed rewards and round-ups programs as well as yield through staking and DeFi and NFTs.

Our thesis is very simple: every financial services firm will offer digital assets within the next 2 years and will do so through platforms such as Zero Hash. Zero Hash is defining the new FinTech vertical of digital-assets-as-a-service.

Clients include MoneyLion, Wirex, Deserve, MoonPay, tastytrade, Drivewealth. Backed by Point72 Ventures, NYCA, Bain Capital, tastytrade.

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and so we expect you to be creative when solving a new problem and comfortable under pressure.

- Transparency - We believe that transparency is critical to empowering everyone to make the best decisions, both the company to its people and vice versa. Both as an organization and as individuals, we need to admit mistakes and learn from them.
- Integrity - Integrity creates trust. As both an organization collectively and as individuals, it is our most valuable asset.

#### Follow us

Twitter (<https://twitter.com/ZeroHashX>)

LinkedIn (<https://www.linkedin.com/company/zerohash>)

Youtube ([https://www.youtube.com/channel/UC8HvrzcqzbusQYyfzctI\\_VA](https://www.youtube.com/channel/UC8HvrzcqzbusQYyfzctI_VA))

Blog (<https://blog.zerohash.com/>)

For candidates based in Colorado, please contact [colorado-wages@zerohash.com](mailto:colorado-wages@zerohash.com) to request compensation and benefits information regarding a particular role(s). Please include with you email the city you reside (or intend to reside in Colorado) and the title/link to the roles you're interested in.

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Zero Hash  
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