



## CHIEF REVENUE OFFICER

Interplay Learning provides a unique opportunity to work at the intersection of education technology, Virtual Reality, and enterprise software-- three dynamic sectors in technology. We are driven to use our leading Virtual Reality training technology to help the next generation of professionals and students build real skills for real jobs. We sell a cutting-edge product into "old-school" markets like HVAC, electrical, manufacturing, engine repair and the facility maintenance industry. High tech meets blue collar.

Interplay Learning is an 8-year-old software company with a fun culture and committed team. In March, we closed a Series A funding from top tier venture firms. This means we can present a rare combo: the stability of an 8-year-old company with the upside and excitement of a start-up. We seek a professional in the Austin, TX area for this hire. Big things are happening here and we're looking for more A-players to join our team. If you are interested in pursuing this opportunity, please apply by sending your resume to [careers@interplaylearning.com](mailto:careers@interplaylearning.com).

## WHY INTERPLAY LEARNING?

- We are uniquely positioned to make a huge impact on the skilled trades industry. The skilled trades world is facing a critical skills gap leaving many businesses without the right talent to grow their business. Did you know that [60% of current skilled trades workers](#) will retire in the next 10 years? Our training allows businesses to fill open positions more quickly and more affordably.
- Interplay Learning was [named to the latest Inc. 5000 list](#), which ranks the top fastest-growing private companies in the United States. We've recorded more than 120% growth in a three year period to earn the spot.
- We were recognized by the [Bill & Melinda Gates Foundation for our contribution to accelerating education innovation](#). The \$100,000 prize was awarded for the exceptional work done by our developers on our proprietary Skillmill engine.
- We have secured partnerships with several of the largest OEM's in the world (equipment manufacturers) to develop custom solution training.
- [Virtual Reality is the next "Smartphone."](#) we believe that VR is poised to soon break through to the masses.

## **THE ROLE**

We are looking for an experienced Chief Revenue Officer to lead our company sales efforts, with a focus on large accounts. This individual will be responsible for leading sales planning, prospecting, sales calls, and sales management for a growing team. S/he will also work closely with the executive management team on advancing go-to-market strategy, major customer and partner initiatives and overall company strategy.

## **KEY SKILLS REQUIRED**

- 10+ years of sales experience with a demonstrated track record of success in sales and sales management
- Proven ability to develop and initiate strategies for revenue and client count
- Strong understanding of large account sales
- Experience running and building a sales team
- Build, maintain, and effectively manage a healthy sales pipeline
- Accurately forecast sales results
- Requisite skills with CRM tools
- Follow a structured sales methodology to meet/exceed sales quotas
- Great communication skills
- Exceptional references

## **WHAT DOES SUCCESS LOOK LIKE? Let's look at 1 year from now...**

- You will have built an exceptional team of inside and outside sales members that are firing on all cylinders driving impressive revenue numbers.
- You've developed a deep sales pipeline because of the massive opportunities you've identified in the marketplace.
- After your careful examination you've been able to pinpoint the sweet spot for SMB and Enterprise sales opportunities, you've used this knowledge to help mold your team into highly successful juggernauts.
- Your organization delivers highly accurate sales forecasts in Hubspot. Your sales team has learned by example and leverages Hubspot to its fullest capabilities to drive, nurture, track and win deals.
- You have built a reputation of being an excellent and thoughtful communicator who is in this to help the client. Your unique ability to understand client needs and translate that into a solution oriented pitch has allowed you to not only win business but also develop Interplay Learning advocates among our customers.



- You have proven to be a strong leader by building strategic sales plans and strategies that include identifying emerging markets which has allowed your team to surpass revenue goals.

**PREFERRED EXPERIENCE:**

While not required, candidates with experience in the areas listed below will be viewed favorably:

- Experience selling into Electrical, Mechanical or Industrial verticals, including OEMs, Service contractors, Unions, Large Construction
- Or--
- Experience selling edtech products into enterprises

**READY TO APPLY?**

- Submit resume detailing your experience
- Submit a cover letter explaining why you would be a great fit
- Send to: [careers@interplaylearning.com](mailto:careers@interplaylearning.com)