



## **Revenue Operations Lead** **R.O. Writer, a Constellation Software Company**

### **The Company**

Constellation R.O. Writer Inc. (ROW) is a leading automotive repair shop software business. ROW is a market leader with a long history of success in serving independent and franchises automotive repair shops. Their software helps shops increase efficiency, predictability, and profits. They are used in over 4,000 shops across North America.

ROW was recently acquired by The Perseus Group, an operating group of Constellation Software Inc. Constellation, together with its subsidiaries, acquires, builds, and manages vertical market software businesses in the United States, Canada, Italy, Germany, India, United Kingdom, Brazil, and internationally. It is a public company and trades on the Toronto Stock Exchange (TSX: CSU).

### **The Role**

Reporting to the President of ROW, the Revenue Operations Lead will be responsible for managing the Revenue Operations function in the business. This includes owning the tools, strategies, and processes to drive growth.

### **What can you expect to do in the position?**

- Partner with sales and marketing leadership to understand current processes and lead improvements across the sales organization
- Leverage data to conduct in-depth analyses across different areas of the business (e.g. customer segments, pipeline management, territory planning, etc.)
- Drive select operational initiatives, including annual business planning by working collaboratively with the revenue teams (Marketing, Sales, Customer Success)
- Own and develop the tools in use by the team (Salesforce, Pardot, and other enablement tools)
- Build and develop the BDR team, an estimated 3-5 people, who will ensure coverage of our universe of leads and reach out to qualified prospects

The role offers the prospect of increasing responsibility. A successful candidate will be expected to hire a replacement for themselves within two years and move on to a role of more responsibility, either within R.O. Writer or another Constellation-owned business.

### **Qualifications**

- 4+ years of combined work experience across a Sales/RevOps function in a software company, and/or experience in a consulting firm, investment bank, or private equity firm
- Analytical mindset
- Strong experience with a CRM (Salesforce + Pardot preferred)
- Ability to articulately present and debate recommendations at the executive level
- Experience hiring and managing a team
- Excellent communication and analytical skills with the ability to distill complex thoughts and strategies into simple, actionable recommendations
- High proficiency in Excel

**Location:** Markham or Waterloo office (remote for now)    **Permanent, Direct Hire Opportunity**

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.