

Sales and Revenue Orchestrator

Are you a CRM wizard who dreams of using your tech and process expertise to help teams work smarter, faster, and more effectively? Do you love the challenge of streamlining workflows, cleaning up messy data, and making sales teams look like superheroes? If so, you might just be our next Sales and Revenue Orchestrator!

Why HiViz is a great place to work: it's about more than the product or the work. We're about the mission. Every day, your work will contribute to ensuring first responders can save lives. We also know that when you love what you do and you're well supported, you will do your best work. Here's how we help make that happen:

- Purpose driven work: The gap between your effort and the difference it makes in the world is very small. You directly help first responders save lives every day.
- High-energy culture: We take what we do seriously, but we don't take ourselves too seriously. We're fast-paced, energetic, driven and willing to be scrappy. And we have a lot of fun, while making a difference.
- Room to grow: As we grow, you will too. We're all about leveling up.
- Competitive perks: From competitive pay to generous vacation, 401k with match, health, dental, vision & life insurance, there are a lot of perks about working at HiViz. But above it all, we consider our meaningful mission and healthy culture to be the biggest perk about working at HiViz!

What You'll Do:

- CRM Guru: Own, manage, and optimize our HubSpot CRM to ensure it's running like a well-oiled machine, making life easier and more fun for our team.
- Data Champion: Keep our CRM squeaky clean and accurate by running audits, standardizing data, and automating repetitive tasks.
- Workflow Wizard: Collaborate with sales and marketing teams to design and refine workflows, automation rules, and processes that drive efficiency and revenue growth.
- Troubleshooting Pro: Solve CRM-related challenges and continuously improve the system to meet the needs of a growing organization.
- Lead Scoring Genius: Build and maintain lead scoring models to ensure the sales team can focus on the hottest leads.
- Trainer Extraordinaire: Provide training, guidance, and to help our team maximize the power of HubSpot.
- Documentation Expert: Create user guides, best practices, and resources so the entire team can navigate the CRM with confidence.

What You Bring to the Table:

- Experience: 3-5 years of CRM management (HubSpot experience preferred) with a solid understanding of sales and marketing processes like lead generation and pipeline management.
- Problem-Solving Skills: You love diving into data and systems to identify bottlenecks and inefficiencies—and fixing them!



- **Team Player:** You're a natural collaborator who thrives in cross-functional teams and can translate "sales speak" into CRM magic.
- **Detail-Oriented:** Nothing escapes your eagle eye. Data inaccuracies? Workflow hiccups? You're on it.
- **Growth Mindset:** You're excited to level up your skills, take ownership of your work, and grow with us as we scale.

Interview Process: We're a high-performance minded team, and we want to make sure we're a good fit for you, as much as you are for us! Therefore, we spend just the right amount of time on our interview process. Here's what you can expect (we may deviate at times!)

1. Interview with HiViz Team Member
2. Interview with Department Leader
3. Panel Interview with HiViz Leadership Team
4. Social team meet and greet
5. Assessments & Background check

If you're ready to lead the charge in building a powerhouse team and shaping the future of a mission-driven company, we'd love to hear from you. Let's change the world together— one workflow process at a time.