



# Revenue Operations Director

**Location:** Colorado

## About FieldFlō

FieldFlō is the management platform built for specialty subcontractors. We help demolition, environmental, and specialty trade contractors streamline operations, improve safety compliance, and run more profitable businesses — all from one powerful, easy-to-use platform.

We're a fast-growing, purpose-driven team passionate about transforming an industry that still runs on paper, spreadsheets, and endless admin.

## About the Role

We're looking for a **Director of Revenue Operations** to lead and scale FieldFlō's end-to-end revenue process, from initial lead to renewal and revenue recognition. You'll work closely with Finance, Marketing, Sales, Customer Success, and Contracts to ensure data, process, and accountability flow seamlessly across the business.

This is a strategic, hands-on role for a process-minded operator who can design clarity into complexity. You'll bring discipline to how revenue is generated, measured, and forecasted, helping FieldFlō grow with confidence and precision.

## What You'll Do

- **Own the revenue process:** Define and continuously improve the systems and workflows that connect marketing, sales, customer success, contracts, and finance.
- **Partner with Finance:** Align on revenue recognition, billing, and forecasting to ensure accuracy from deal close through cash collection.
- **Design scalable go-to-market processes:** Standardize lead management, pipeline reviews, renewals, and cross-sell motions.
- **Support revenue forecasting:** Build reliable, data-informed models and reporting that drive decision-making at the leadership and board level.
- **Ensure operational excellence:** Identify bottlenecks, clarify ownership across teams, and build repeatable playbooks that improve efficiency.
- **Strengthen contract operations:** Work with Sales and the Contracts team to improve deal documentation, reduce friction, and maintain visibility into contract status and renewals.
- **Guide analytics and insights:** Deliver clear reporting on pipeline health, conversion, retention, and customer growth, tying activity to outcomes.



- **Develop team and tools:** Oversee RevOps resources and technology, ensuring systems support the process.

### **What We're Looking For**

- 6+ years of experience in Revenue Operations, Sales Operations, or Finance Operations within a SaaS or tech company.
- Strong foundation in end-to-end revenue process design, from lead generation through billing and renewals.
- Deep experience partnering with Finance on forecasting, revenue recognition, and data integrity.
- Proven ability to build and refine cross-functional processes that scale.
- Strong analytical and communication skills, able to translate business goals into operational plans and influence without authority.
- Proficiency in CRM and analytics tools (HubSpot experience a plus) with a focus on process improvement over system maintenance.
- Curiosity and adaptability; familiarity with construction, trades, or field operations is helpful but not required.

### **Why Join FieldFlō**

- Be part of a small, driven team transforming how contractors run their businesses.
- Build systems from the ground up — your impact will be visible every day.
- Collaborate cross-functionally with sales, contracts, and operations leaders.
- Competitive compensation, benefits, and opportunities for growth in a rapidly scaling company.

### **Salary Range:**

\$150K-175K OTE

### **How to Apply:**

Send your resume and a short note about why you'd be a great fit to [recruiting@fieldflo.com](mailto:recruiting@fieldflo.com).