

United States Jobs Expertini®

Revenue Operations Lead, Processes

[Apply Now](#)

Company: Headway

Location: United States

Category: other-general

Headway's mission is a big one - to build a new mental health care system everyone can access. We've built technology that helps people find great therapists with the first software-enabled national network of providers accepting insurance.

1 in 4 people in the US have a treatable mental health condition, but the majority of providers don't accept insurance, making therapy too expensive for most people. Headway is building a new mental healthcare system that everyone can access by making it easy for therapists to take insurance and scale their practice.

Headway was founded in 2019 – since then, we've grown into a diverse, national network of over 25,000 mental healthcare providers across all 50 states who run their practice on our software. We're a Series C company with over \$225m in funding from a16z (Andreessen Horowitz), Accel, GV (formerly Google Ventures), Spark Capital, Thrive Capital, and Health Care Service Corporation.

We want your time here to be the most meaningful experience of your **career, and help change mental healthcare for the better.**

About The Role

As an early addition to Headway's Revenue Operations Team, you'll have the unique opportunity to build and shape an operational function that is directly responsible for unlocking Headway's ability to drive provider activation, retention, and revenue through process design and optimization.

As Headway scales to deliver high-quality behavioral healthcare for millions of people across the country, the complexity of the operational landscape within which we operate has

also increased exponentially. To this end, in our journey to build next generational healthcare growth infrastructure, we're seeking a strong operator to help grow and shape a truly mission-critical function responsible for scaling Headway's growth processes. This is a career growth opportunity that will enable you to be a driving force in maximizing operational efficiency within one of America's fastest growing startups.

You will:

Design, build and implement foundations for a variety of 0-1 initiatives within the Revenue Operations function.

Drive the build, execution, monitoring, & ongoing improvement of the quota close process for both sales and customer success.

Evaluate areas of improvement across our entire sales funnel, leveraging automation and tooling to increase efficiency and extend bandwidth.

Lead cross-functional efforts with other revenue operations pillars (strategy and systems), growth functions (marketing, sales, customer success, enablement), and other departments (including operations, payer, product/ENG) to drive core growth processes and achieve team OKRs.

You will love this role if...

You have 5+ years of experience in operations (preferably revenue operations) in high-growth startups.

You have experience designing and owning end-to-end critical business processes

You have experience working cross-functionally with business unit leaders (e.g. sales, customer success, marketing) & other revenue operations leaders.

You are a self-starter, with the ability to distill complex problems into simple solutions.

You are highly data-driven and can drive complex analyses and translate them into key actionable insights, projects, and OKRs.

You are a systems thinker, inclined to solve problems with product and automation.

Experience with Salesforce and sales tools (Outreach, LeanData, Chili Piper, etc) is a strong plus.

You thrive at operating in a hyper-growth startup, remaining flexible, and willing to adjust when needed.

Compensation and Benefits:

Salary information is based on a single salary target per role and is differentiated based on geographic location (Group A, B, or C) Group A: \$140,000 Group B: \$126,000 Group C: \$112,000 Examples of cities located in each Compensation Grouping: Group A = NYC, SF/Bay Area, LA Area, Seattle, Boston, Austin, and San Diego Group B = Chicago, Miami, Denver, Washington DC, Philadelphia, Atlanta, Minneapolis, Nashville, Sacramento, Phoenix, and Portland Group C = All remaining cities

Benefits offered include:

Equity Compensation

Medical, Dental, and Vision coverage

HSA / FSA

401K

Work-from-Home Stipend

Therapy Reimbursement

16-week parental leave for eligible employees

Carrot Fertility annual reimbursement and membership

13 paid holidays each year as well as a Holiday Break during the week between December 25th and December 31st

Flexible PTO

Employee Assistance Program (EAP)

Training and professional development

We believe a team's strength is in its people, and we cannot achieve this mission without a team that reflects the diversity of this problem - across race, ethnicity, gender, sexuality, age,

national origin, religion, family status, disability, military status, and experience.

[Apply Now](#)

Cross References and Citations:

1. Revenue Operations Lead, Processes OnlinecommunitycareerhubJobs United States Onlinecommunitycareerhub ↗
2. Revenue Operations Lead, Processes RomaniaajobsJobs United States Romaniaajobs ↗
3. Revenue Operations Lead, Processes Securityguardjobs Jobs United States Securityguardjobs ↗
4. Revenue Operations Lead, Processes GardeningjobsJobs United States Gardeningjobs ↗
5. Revenue Operations Lead, Processes Turkeyjobs Jobs United States Turkeyjobs ↗
6. Revenue Operations Lead, Processes Logisticsjobs Jobs United States Logisticsjobs ↗
7. Revenue Operations Lead, Processes Findsalesjobs Jobs United States Findsalesjobs ↗
8. Revenue Operations Lead, Processes Free-job-postings Jobs United States Free-job-postings ↗
9. Revenue Operations Lead, Processes Advertisingjobs Jobs United States Advertisingjobs ↗
10. Revenue Operations Lead, Processes Pilotjobsnearme Jobs United States Pilotjobsnearme ↗
11. Revenue Operations Lead, Processes KuwaitjobstodayJobs United States Kuwaitjobstoday ↗
12. Revenue Operations Lead, Processes Lawyerjobs Jobs United States Lawyerjobs ↗
13. Revenue Operations Lead, Processes Aucklandjobs Jobs United States Aucklandjobs
14. Revenue Operations Lead, Processes DhakajobsJobs United States Dhakajobs ↗
15. Revenue Operations Lead, Processes Highestpayingjobs Jobs United States Highestpayingjobs ↗
16. Revenue Operations Lead, Processes SalesjobsnearmeJobs United States

Salesjobsnearme ↗

17. Revenue Operations Lead, Processes PortugaljobsJobs United States Portugaljobs ↗

18. Revenue Operations Lead, Processes CleanerjobsnearmeJobs United States

Cleanerjobsnearme ↗

19. Revenue operations lead, processes Jobs United states ↗

20. AMP Version of Revenue operations lead, processes ↗

21. Revenue operations lead, processes United states Jobs ↗

22. Revenue operations lead, processes Jobs United states ↗

23. Revenue operations lead, processes Job Search ↗

24. Revenue operations lead, processes Search ↗

25. Revenue operations lead, processes Find Jobs ↗

Source: <https://us.expertini.com/jobs/job/revenue-operations-lead-processes-united-states-headway-00b8b2a3ff/>

Generated on: 2024-05-01 by Expertini.Com