



## Revenue Operations Manager

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### Position Overview

AgileBlue is adding a **Revenue Operations Manager** to drive full-funnel alignment across Marketing, Sales, Customer Success and Finance. This role will architect our go-to-market data infrastructure, own forecasting and pipeline health, and ensure every team has the insight, process and enablement required to scale recurring revenue.

The ideal candidate has 5 or more years in a revenue operations, sales operations, or marketing operations role, preferably in B2B SaaS and is comfortable owning and understanding key metrics, forecasting, and pipelines.

### About AgileBlue

AgileBlue is a leading AI-powered Security Operations (SecOps) platform that detects, investigates, and auto-responds to cyber threats across cloud, network, and endpoint environments. Built for today's speed and complexity, AgileBlue's platform delivers autonomous detection and response, backed by 24/7 SOC experts. For more information, visit [AgileBlue.com](https://AgileBlue.com).

### Key Responsibilities

#### *Own Data & Tech Stack*

- Administer and optimize core GTM platforms and tools: HubSpot CRM, 6Sense, Gong, Google Tag Manager, and relevant new tooling.
- Enforce data governance, enrichment and hygiene standards; maintain a single source of truth for customer and pipeline data.

#### *Forecasting, Reporting & Analytics*

- Build predictive models for ARR, MRR, NRR, CAC and churn; deliver weekly pipeline and QBR dashboards to leadership.



- Develop and implement new automated dashboards to provide ongoing insight into GTM operations.
- Partner with Finance on board-level revenue forecasting and scenario planning.
- Drive accountability using data-driven proven methodologies.

#### *Process Design & Automation*

- Map the end-to-end revenue funnel; eliminate bottlenecks and redundant handoffs in lead-to-cash workflows.
- Automate repetitive tasks through workflow tools or low-code solutions to free GTM capacity.

#### *Sales & Marketing Enablement*

- Develop playbooks, SLA metrics and enablement programs that improve conversion, expansion and retention.
- Instrument attribution models to quantify campaign ROI and inform budget allocation.
- Potentially implement Revenue Operations platform as needed (e.g. InsightSquared et al).

#### *Cross-Functional Leadership*

- Manage regular cross-functional meetings to prioritize roadmap items and tech-stack investments.
- Lead quarterly business reviews highlighting insights, risks and growth levers.
- Own reporting and insights across functions, proactively flagging risks and actions needed.

## Qualifications

- Bachelor's degree in business, Analytics or related field (or equivalent experience).
- 5+ years in Revenue Operations, Sales Ops or Marketing Ops within a B2B SaaS or cybersecurity context.
- Expert proficiency in CRM (HubSpot) and marketing automation (6Sense); hands-on with BI tools (Tableau, Power BI, Looker) and SQL.
- Demonstrated success managing data enrichment and intent data platforms (ZoomInfo, Clearbit, 6sense).

- Deep knowledge of key SaaS metrics, forecasting methodologies and pipeline inspection best practices.
- Strong project-management skills; ability to translate technical concepts for executive audiences.
- Experience driving tool integration projects via APIs and middleware (Workato, Zapier, Tray.io).
- Excellent communication and stakeholder-management capabilities.

## Additional Details

- **Job Type:** Full-Time Employment
- **Reporting Manager:** Director of Marketing
- **Work Location:** 9000 Sweet Valley Drive, Cleveland, OH 44125 AND/OR remote
- **Benefits:**
  - Remote work flexibility
  - Medical/Dental/Vision
  - 401k with company match
  - Unlimited PTO
  - Access to educational and training opportunities as needed

To apply, send resume to Gillian Sweny, [gsweny@agileblue.com](mailto:gsweny@agileblue.com), with title of position in subject line.

