



Getting Started with RevOps

STEP 01

Vision

Define and align around the company's vision and revenue goals.



STEP 02

Discovery

Explore every function related to revenue, opportunities and roadblocks for a RevOps operating model.



STEP 03

Design

Create a RevOps blueprint with people, roles, technology, the processes to connect functions and success metrics.



STEP 04

Align

Align each part of the organisation to create customer and business success at each stage of the buying process.



STEP 05

Deploy

Implement new technology, processes, and people to enable RevOps across the business.



STEP 06

Run

Run the business according to the RevOps design to achieve predictable revenue.



STEP 07

Optimise

measure RevOps impact, and course-correct using real-time insights.

