

YOUR ROADMAP TO REVOPS SUCCESS

How to make a lasting mark in your career.

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Set yourself up for success in just 90 days by following these tips from RevOps leaders:



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MONTH 1

Listen, listen, listen (and listen some more).

- Start with the basics: Conduct customer interviews, document current processes, and dive into your tech stack
- Get a lay of the land, so you have a complete understanding of all of your systems and processes
- Start building rapport and trust with end-users and go-to-market teams

Risk Points & Blind Spots

Visualizing the full cycle of processes and knowing every dependency can be nearly impossible at first. A **Change Intelligence tool** can help solve this knowledge gap, making your ramp faster and easier.

PRO TIP

Mind the top of the funnel (no, not the funnel you're thinking of).

Every new RevOps person is bound to get bombarded as soon as they start. The best thing to do for yourself and your business? Understand the process for fielding new ideas, questions, and needs.

Is it through Slack? Via email? If you answered "yes" to either option, create a process that fuels your backlog before you do anything else.

Why is this important? The primary function of RevOps is to make a business more efficient. You can't do this if you're working inefficiently.



MONTH 2



Earn quick wins across the board (and avoid quick losses).

- Find inefficiencies and opportunities for quick wins, so you can build trust with your go-to-market teams
- Use your understanding of the org, goals, fields, and data to create digestible, value-add reports and dashboards
- Start thinking holistically about your projects and begin mapping out your plans to achieve future big wins
- Find the right balance between your bottom-up and top-down sales motions, so you can keep leadership and end-users happy

Risk Points & Blind Spots

It's easy to fall into the trap of only solving problems for leadership and not for end-users (or vice versa). Try to avoid this pitfall and keep a balanced approach to problem-solving.

MONTH 3

Ensure everything is running more efficiently and effectively.

- Work through any tech debt
- Think more strategically about areas of inefficiencies across your tech stack
- Determine how can you help every go-to-market team work faster and more strategically

Risk Points & Blind Spots

If you don't establish an operational cadence early on, people won't know what to expect or how long things take. Build a rhythm into your work so everyone's on the same page for requests and releases.

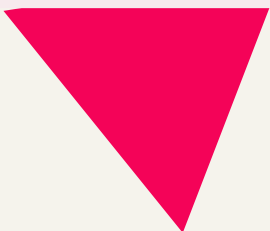
AFTER THE 90 DAYS

Focus on creating scalable, repeatable motions.

Identify areas of improvement and work with your leadership team to prioritize what you should work on first.

Risk Points & Blind Spots

It's your responsibility to let your boss know when additional headcount is needed. Don't wait for them to come to you. Proactively communicate any needs for growing your team.



SET YOUR 90-DAY GOALS

Ready to get started? Write down your goals for your first 3 months:

MONTH 1

Goals:

MONTH 2

Goals:

MONTH 3

Goals:

