

Director, Revenue Enablement (San Francisco, California - Sales)

Ivo has grown rapidly and is scaling its go-to-market function. We need a founding Revenue Enablement leader to shorten ramp times and build programs that allow our revenue teams to thrive.

**\*\*About Ivo\*\***

- \* Best-in-market AI native product; 6x ARR growth and \$55M Series B.
- \* Hiring 20+ Account Executives, building account management and expansion functions, and launching Ivo Intelligence.

**\*\*Role mission\*\***

- \* Build the revenue enablement function from the ground up.
- \* Primary KPI: shorten ramp for Account Executives; secondary KPIs: shorten ramp for Customer Success Managers and Account Managers; build the playbook to scale Intelligence.

**\*\*What you'll own\*\***

- \* Strategy & leadership: create the enablement roadmap; partner with GTM leadership to align enablement to revenue targets; build GTM playbooks and competitive positioning; deliver data-driven insights on enablement effectiveness.
- \* Launch Intelligence product GTM: own the sales playbook, train reps on selling multi-product solutions and build competitive intelligence.
- \* Ramp velocity: redesign onboarding as we scale; build certification tracks for different products.
- \* Intelligence product playbook: create GTM motion for our differentiated platform and train reps on navigating complex buying committees.
- \* Scalable content & tools: build a content library (talk tracks, battlecards, ROI calculators, demos); integrate enablement tools (Gong, Salesforce).
- \* Operational rigour: implement qualification frameworks, pipeline hygiene and trial efficiency; track KPIs such as certification completion, time-to-first-deal, ramp velocity and win rates; measure enablement ROI.

**\*\*What you bring\*\***

- \* 10+ years in sales enablement/GTM strategy or sales leadership at B2B SaaS companies, including scaling to \$100M+.
- \* Experience building 0-1 enablement functions for enterprise sellers.
- \* Background as a Solutions Engineer or Account Executive/Manager; deep understanding of enterprise sales.
- \* Demonstrated ability to shorten ramp cycles and train large cohorts of AEs.
- \* AI-native mindset and comfort teaching LLM prompting and AI-powered workflows.
- \* Enterprise sales fluency: experience with Fortune 500 buyers, long deal cycles and complex buying committees.
- \* Preferred: experience building sales academies or certification programs and familiarity with enablement platforms.

**\*\*Trajectory\*\***

This is the founding enablement hire with a path to VP as Ivo scales the go-to-market team from dozens to 100+ people.

**\*\*Benefits\*\***

- \* Competitive compensation and equity; relocation/visa support; comprehensive benefits; unlimited PTO.
- \* In-office role in San Francisco.