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All departments   Revenue Operations

JOB LOCATIONS

GTM Engineer, Revenue Operations

Pricing

Country Explorer

Apply now

About Remote

Remote is solving global remote organizations' biggest challenge: employing anyone anywhere compliantly. We make it possible for businesses big and small to employ a global team by handling global payroll, benefits, taxes, and compliance. Check out remote.com/how-it-works to learn more or if you're interested in adding to the mission, scroll down to apply now.

Not only do we encourage folks from all ethnic groups, genders, sexuality, age, abilities, disability status and any other under-represented group to apply, but we prioritize a sense of belonging. We have 4 ERGs (Women, Disability, Queer, Minorities in Tech) who meet regularly with the People team. During your interviews and beyond, we ask & encourage anybody who needs an accommodation to request one from their recruiter.

At Remote, we embrace AI as a valuable tool while prioritizing human creativity and authenticity. We look forward to meeting candidates who balance innovation with genuine expertise and experience. To learn more about Remote's AI guidelines check see here.

All of our positions are fully remote. You do not have to relocate to join us!

What This Job Can Offer You

In this role, you'll have the opportunity to design, manage, and scale Remote's GTM technology, directly influencing sales efficiency and quota achievement. You'll work

Get started   across individual contributors and executives, pitching, positioning,
and managing programs with key stakeholders. Your work will span critical sales initiatives, including pricing, packaging, sales processes, and methodology. As a highly visible member of the Revenue team, you'll collaborate closely with Sales Leadership and cross-functional partners, gaining hands-on experience in a dynamic and fast-paced environment. This role empowers you to take ownership, solve complex problems proactively, and balance strategic planning with tactical execution. Additionally, you'll benefit from the flexibility of asynchronous work, allowing you to design and deliver high-impact GTM solutions while maintaining autonomy in your workflow.

What You Bring

- Extensive experience in a revenue operations or systems role, ideally in the B2B SaaS industry.
- Deep hands-on experience with GTM technology stacks, including:
    - CRM systems (Salesforce, HubSpot)
    - Sales engagement tools (Outreach, Amplemarket, SalesLoft)
    - AI-driven prospecting tools (Clay, ChatGPT API)
    - Automation platforms (Zapier, Workato)
    - Advanced data enrichment solutions
    - Lead management, multi-touch attribution, and predictive analytics.
- Preferred: Proficiency in SQL and at least one scripting language (Python, JavaScript), experience with API integrations and data modeling.
- Proven track record in leading and completing projects successfully.
- Familiarity with project management tools and methodologies is a plus.
- Ability to implement continuous improvement initiatives in sales operations.
- Exceptional communication and interpersonal skills, with the ability to foster strong cross-functional relationships.
- Strategic thinker with strong analytical capabilities.
- A natural inclination towards transparency, collaboration, rapid iteration, and continual improvement.
- Strong curiosity and a proven ability to meet deadlines and goals.
- Ability to work both autonomously and within a remote team environment.

Key Responsibilities

Tech Stack & Automation

- Design and maintain a robust GTM tech stack to streamline outbound prospecting and minimize manual efforts.
- Identify repetitive tasks and implement automated workflows to boost efficiency and scalability.

Driven Insights

- Develop robust reporting mechanisms and conduct ROI analyses to measure the impact of GTM systems.
- Ensure data accuracy and integrity across GTM systems, maintaining a high standard of quality.

Cross-Functional Collaboration

- Work closely with Sales, Revenue Operations, and Technology teams to ensure seamless system integration and adoption.
- Document and implement streamlined sales processes.

ICP Definition & Targeting

- Analyze product offerings and customer data to create detailed Ideal Customer Profiles (ICPs).
- Develop and maintain automated data pipelines for accurate and up-to-date prospect information.

Performance Optimization

- Continuously measure and optimize GTM systems to align with revenue goals.
- Drive improvements in:
  - Pipeline generation: Implement scalable systems to generate a qualified sales pipeline through automation and AI-driven insights.
  - Conversion rates: Enhance lead-to-opportunity and opportunity-to-deal conversion rates using automation, data enrichment, and AI-driven optimization.
  - Customer Acquisition Cost (CAC): Optimize processes to reduce CAC with cost-effective strategies.
  - Deal velocity: Implement systems to shorten the sales cycle from first touchpoint to deal closure.
  - Monthly Recurring Revenue (MRR) Growth: Contribute to a targeted percentage increase in MRR with effective GTM strategies.
  - Project delivery timeliness: Maintain a high on-time project delivery rate for GTM initiatives.
  - Innovation & Experimentation: Lead quarterly innovation initiatives, testing AI-driven prospecting, dynamic segmentation, and workflow automation.

Practicals

- **You'll report to:** Director, Revenue Systems & Processes
- **Team:** Revenue Operations
- **Location**: EMEA
- **Start date:** As soon as possible

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Remote Compensation Philosophy

Pricing

Remote's Total Rewards philosophy is to ensure fair, unbiased compensation and fair equity pay along with competitive benefits in all locations in which we operate. We do not agree to or encourage cheap-labor practices and therefore we ensure to pay above in-location rates. We hope to inspire other companies to support global talent-hiring and bring local wealth to developing countries.

Country Explorer

At first glance our salary bands seem quite wide - here is some context. At Remote we have international operations and a globally distributed workforce. We use geo ranges to consider geographic pay differentials as part of our global compensation strategy to remain competitive in various markets while we hiring globally.

The base salary range for this full-time position is $40,900 to $92,050 USD. Our salary ranges are determined by role, level and location, and our job titles may span more than one career level. The actual base pay for the successful candidate in this role is dependent upon many factors such as location, transferable or job-related skills, work experience, relevant training, business needs, and market demands. The base salary range may be subject to change.

At Remote, we foster internal mobility as a key element of our culture of employee growth and development, supported by a compensation philosophy that guarantees pay equity and fairness. Therefore, all compensation changes associated with an internal move will be reviewed by the Total Rewards & People Enablement team on a case by case basis.

Application Process

1. Interview with Recruiter
2. Interview with Hiring Manager
3. Team Collaborator Interview
4. Interview with Executive
5. Bar Raiser Interview

#LI-DNP

Benefits

Our full benefits & perks are explained in our handbook at remote.com/r/benefits. As a global company, each country works differently, but some benefits/perks are for all Remoters:

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- flexible working hours (we are async)
- 16 weeks paid parental leave
- mental health support services
- stock options
- learning budget
- home office budget & IT equipment
- budget for local in-person social events or co-working spaces

How you'll plan your day (and life)

We work async at Remote which means you can plan your schedule around your life (and not around meetings). Read more at remote.com/async.

You will be empowered to take ownership and be proactive. When in doubt you will default to action instead of waiting. Your **life-work balance** is important and you will be encouraged to put yourself and your family first, and fit work around your needs.

If that sounds like something you want, apply now!

How to apply

1. Please fill out the form below and upload your CV with a PDF format.
2. **We kindly ask you to submit your application and CV in English, as this is the standardised language we use here at Remote.**
3. If you don't have an up to date CV but you are still interested in talking to us, please feel free to add a copy of your LinkedIn profile instead.

We will ask you to voluntarily tell us your pronouns at interview stage, and you will have the option to answer our anonymous demographic questionnaire when you apply below. As an equal employment opportunity employer it's important to us that our workforce reflects people of all backgrounds, identities, and experiences and this data will help us to stay accountable. We thank you for providing this data, if you chose to.

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Please note we accept applications on an ongoing basis.

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