

JOB DESCRIPTION

CHIEF REVENUE OFFICER



Job title	Chief Revenue Officer
Reporting to	CEO
Job location	Hybrid – Homebased, with one day per week in the Ipswich office; additional travel and in-person participation at client meetings and events as required by business needs.
Employment status	Permanent, full-time

CANDIDATE PROFILE

We're seeking an experienced Chief Revenue Officer to support our continued growth. The successful candidate will initially join as Chief Revenue Officer (Designate). In this capacity, they will work closely with the current Chief Revenue Officer to gain a comprehensive understanding of the DPO Centre's revenue strategy, client portfolio, and commercial operations. Following the completion of the transition period, expected to take approximately 6 months, the individual will formally assume the role of Chief Revenue Officer.

You will be a key member of the senior leadership team, responsible for driving sustainable revenue growth across each of our service lines, regions, and markets. The CRO will design and execute The DPO Centre's commercial strategy, ensuring alignment with the company's vision, values, and long-term objectives, and the opportunities available across the Axiom GRC group companies. You will have a track record in building and managing high-performing teams, expanding client relationships, and maximising revenue opportunities within a professional services environment.

This role will require that you develop and execute strategies that align sales, marketing, client development, and service delivery to maximise the organisation's revenue, efficiency and profitability.

In partnership with the CEO, current CRO and wider executive team, you will translate the company's strategic objectives into measurable commercial results, while serving as a key voice within the leadership team and external stakeholders. You will play a crucial role in shaping the company's revenue strategy, driving market expansion, and ensuring long-term profitability.

The ideal candidate will be an accomplished revenue leader with a proven track record of scaling revenue, building high-performance teams, and cultivating long-term client relationships. You will combine a strategic vision with hands-on execution, bringing strong commercial acumen, financial insight, and deep client-centricity.

This is a role for a proactive, collaborative, and motivated professional who thrives in a fast-paced, service-led environment. You will demonstrate the ability to manage an expanding commercial team selling a range of service offerings, whilst balancing competing priorities with diplomacy. You will be expected to uphold the highest standards of confidentiality and professionalism. Your role will be crucial to shaping the future of the business, fostering a culture of accountability, innovation, and client service excellence whilst ensuring revenue targets are consistently achieved.



DUTIES AND RESPONSIBILITIES

Revenue Strategy & Leadership

- Develop, define and implement the organisation's revenue strategy across all service lines, markets and geographies
- Identify new market opportunities, service offerings, and partnerships to drive sustainable growth
- Establish annual growth targets, KPIs, and forecasting models to monitor and drive performance at individual, team, company and group targets
- Expand and build on the existing partner ecosystem
- Identify and capitalise on opportunities to up-sell and cross-sell services across the group's wider client portfolio

Commercial Performance

- Set and achieve ambitious revenue targets, ensuring profitable growth
- Contribute to overall company revenue objectives by achieving individual CRO target
- Monitor market trends, competitor activity, and emerging opportunities
- Oversee pipeline management, pricing models, and contract negotiation processes
- Ensure consistency and best practice across client acquisition, proposals, and onboarding
- Implement scalable systems, processes, and tools to support revenue growth
- Act as an ambassador and speaker at industry events, conferences, and networking opportunities
- Collaborate with marketing to align thought leadership, brand positioning, and lead-generation activities
- Stay ahead of industry trends, regulatory developments, and competitive landscapes

Team Leadership & Development

- Build, lead, and mentor high-performing commercial teams across our current and future geographies
- Establish clear performance metrics, accountability frameworks, and professional development plans
- Foster cross-functional collaboration with operations, finance, and service delivery teams
- Champion diversity, inclusion, and professional development within revenue teams

Reporting & Governance

- Meet internal and group reporting deadlines on revenue performance, forecasts, and risks
- Attend and report on performance at team and group performance and forecast meetings
- Ensure compliance with all relevant regulations and ethical standards in client acquisition and retention activities

What does success in your role look like?

- Achievement of monthly, annual and forecast revenue targets
- Continued expansion of our client base, service lines and geographic markets
- Strengthened brand reputation and market positioning, especially in new markets
- High performance and engagement from the revenue teams
- Leadership succession and talent pipeline development

SKILLS AND EXPERIENCE



Education and experience

- Proven leadership experience within a professional services environment
- Demonstrated success in building and managing senior commercial teams
- A minimum 10-year track record of success in revenue generation, commercial roles
- Proven track record of scaling team revenues and delivering consistent growth
- Experience managing diverse revenue streams (new business, account growth, partnerships)



Personal

- Ability to see the bigger picture, spot opportunities, and translate them into revenue strategies that deliver sustainable growth
- Build trusted, long-term relationships by understanding client needs and ensuring value delivery
- Inspire confidence, motivate teams, and align diverse stakeholders across commercial, marketing, service delivery, and operations
- Be articulate, persuasive, and credible at C-suite level
- Skilled in handling complex client demands, commercial negotiations, and sensitive situations with tact and professionalism
- Use insights, metrics, and market data to make informed decisions and drive accountability
- Comfortable operating in dynamic environments, balancing competing priorities, and pivoting strategies when needed
- Proactive, motivated, and passionate about delivering measurable impact
- Strategic thinker with the ability to translate vision into actionable growth plans



Required skills

- Excellent verbal, written, and presentation skills with the ability to influence at board, executive, and client levels
- Highly organised, structured and disciplined
- A willingness to learn and develop new skills
- Confident in using Microsoft applications (e.g. Excel, PowerPoint, Word)
- An ability to think logically and strategically
- Excellent analytical skills to understand market dynamics, determine appropriate strategies, and identify opportunities for growth and improvement
- Comfortable operating in a dynamic, fast-paced environment with shifting client and market demands
- Ability to interpret market and financial data to identify trends and opportunities



Advantageous skills

- Excellent understanding of data protection and compliance regulations
- In-depth knowledge of the privacy industry in the UK and across the EU
- Previous experience within the life sciences sectors
- Exposure to global markets and cross-border client development
- Experience in leading organisations through change, integration, or rapid growth
- Written and spoken abilities in other European languages
- Experience using HubSpot, Sales Force, LinkedIn Sales Navigator and ZoomInfo

COMPENSATION & BENEFITS

£90,000 base salary, plus commission, as part of team and individual commission structure.

In addition, we provide a range of valuable benefits, including those listed below. Details of the full range of benefits will be provided separately.



Professional Membership and Training Funds



Holiday Buy/Sell Scheme



Wellbeing Resources



Working Abroad Scheme



Remote/Hybrid Working



Maternity and Paternity Leave & Pay



Electric Vehicle Scheme



Bank Holiday Swap Scheme

ABOUT US

The DPO Centre group is a multi-national data protection compliance consultancy formed in the UK in 2017. The DPO Centre is part of Axiom GRC group of companies.

We have provided outsourced Data Protection Officers (DPOs), privacy consultancy services, and GDPR Representatives to over 1000 organisations globally. The DPO Centre Canada Inc. is the most recent addition to The DPO Centre group of companies, which also consists of The DPO Centre Ltd in the UK, The DPO Centre Europe Ltd in Dublin, and The DPO Centre Netherlands B.V in Amsterdam, together with a network of representation offices throughout the 27 EU Member States.

Further details on The DPO Centre and our global team can be found at www.dpocentre.com

OUR CULTURE

Fundamental to The DPO Centre's culture is our #OneTeam philosophy:

'To inspire and develop one remarkable team that delivers the extraordinary'

Contact with other members of our various teams will be frequent, as will the opportunities for team social activities. Our mission is to nurture talent and empower individuals. We believe in constantly improving our processes and the best practice framework we employ with our clients. Sharing knowledge and experiences is a vital part of our culture and ensures you will quickly become part of our motivated, sociable, and connected team. It's an essential aspect of our culture and also helps new recruits to quickly become part of our supportive and interconnected community.

We strive to be a team that doesn't just keep up, we set the pace.

OUR PEOPLE

Within The DPO Centre family we have bakers, skaters, bike riders, walkers, avid readers, ultra-runners, budding photographers, musicians, and keen travellers. Our team comes from all corners of the world, including New Zealand, Poland, Mauritius, Mexico, South Africa to name but a few.

Please see for yourself and meet everyone on our team page.

[TEAM PAGE](#)

WHY JOIN THE TEAM?

Our offer to you is the opportunity to work in a dynamic and varied role within a structured team of like-minded and motivated professionals.

The data privacy industry is rapidly evolving, so this role will involve working on projects that encourage continuous professional growth and innovation.

We are committed to empowering everyone in our **#ONETEAM** with the knowledge and opportunities to positively impact attitudes, behaviours, and legislation for the benefit of future generations.

HOW TO APPLY



Submit your interest by completing the application process via the link provided.
For any queries, please contact us at recruitment@dpocentre.com



See our Candidate Recruitment Privacy Policy for full details of our data collection for vacancy applications.

[RECRUITMENT CANDIDATE PRIVACY NOTICE](#)

