# TIM SAVAGE

**Chief Revenue Officer | B2B Sales & Revenue Leadership | GTM Strategy & Revenue Operations**

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## EXECUTIVE SUMMARY

Revenue executive with 25+ years of B2B sales leadership across cybersecurity, SaaS, and AI platforms. Repeatedly built sales and revenue operations functions from zero — defining ICPs, launching outbound engines, hiring and training BDR-to-AE teams, and architecting CRM systems (HubSpot, Salesforce) that deliver forecasting accuracy and full-funnel visibility. Deep experience aligning sales, marketing, and RevOps into a single, predictable revenue engine, modernized with AI-enabled prospecting and engagement tools.

## KEY ACHIEVEMENTS

- Grew pipeline **4X** and demo bookings **5X** as SVP of Sales at TypingDNA, defining product-market fit while reporting to the CEO and presenting at board meetings.
- Led a **22-person** sales, marketing, and sales-operations organization (4 managers, 6 BDRs, 10 ISRs) across the US and UK at RangeForce, rising from Director to VP of Sales in two years.
- Directed daily strategy for **hundreds of SDRs** serving **100+ client sales teams** at CIENCE, a 1,000+ employee outbound sales organization operating in four countries.
- Built first-ever sales functions at multiple companies — at Delivery Biz PRO, launched an outbound process generating qualified demos within **3 months** and a reliable, forecastable funnel within **6 months**.

## PROFESSIONAL EXPERIENCE

### Chief Revenue Officer — Ballast Enterprises | *Mar 2026 – Present*

- Lead revenue for a top-of-funnel BPO delivering booked demos and discovery calls; US-based BDR teams book approximately one qualified meeting per rep per day, targeting pipeline other teams have written off.

### Chief Revenue Officer — Arrakis Consulting | *Sep 2025 – Present*

- Own revenue strategy, strategic partnerships, and GTM execution for a managed service provider and compliance consultancy (ISO 27001, ISO 42001, CMMC, SOC 2).
- Lead growth initiatives connecting technical delivery to measurable business outcomes for clients across regulated industries.

### Chief Executive Officer — Net New Solutions | *Apr 2024 – Present*

- Lead a collective of senior advisors delivering revenue, RevOps, GTM, and organizational solutions to early-stage, scaling, and enterprise companies.
- Build top-of-funnel systems, train SDR-through-closing teams, and launch channel/MSP sales motions and white-glove customer success programs.

### VP of Business Development — PeopleScape.AI | *Mar 2025 – Jun 2026*

- Led growth strategy and market expansion for an AI-powered workforce intelligence platform connecting 200+ HR systems.
- Drove strategic partnerships, enterprise sales, and GTM execution with an outcome-focused market narrative.

### Head of Revenue Operations — Cysurance | *Nov 2024 – Oct 2025*

- Led the revenue operations function; concurrently served as Fractional CRO at Click Armor over the same period.

### Chief Revenue Officer — StrongArm Tech | *May 2024 – May 2025*

- Built an enterprise-level revenue operations function end to end, transforming the CRM into a high-precision system for forecasting, performance tracking, and growth planning.
- Established a forecasting model rooted in sales analytics and top-of-funnel behavior, significantly shortening the sales cycle and improving close predictability.

### Fractional CRO, Portfolio Companies — Stage | *Apr 2024 – May 2025*

- Provided hands-on RevOps, sales, and GTM leadership across a portfolio of high-growth startups — from zero-to-one CRM implementation to multi-channel sales strategy and forecasting.
- Defined ICPs, built prospecting engines and SDR/BDR programs, and led sales hiring and training across portfolio companies including channel and MSP motions.

### Chief Revenue Officer — RepMove | *Apr 2024 – Mar 2025*

- Transformed the CRM into an integrated revenue operations engine, aligning internal and partner teams behind record-breaking funnel performance.
- Built and trained an end-to-end sales organization — outbound through closing — including external partner teams, hiring plans, playbooks, and daily performance frameworks.

### Chief Revenue Officer — Verblio | *May 2024 – Feb 2025*

- Architected the entire top-of-funnel motion from the ground up: ICP definition, outbound engagement model, lead-qualification framework, and CRM/forecasting infrastructure.

### Chief Revenue Officer — Delivery Biz PRO | *May 2024 – Jan 2025*

- Built the company's first structured sales and RevOps function, converting a zero-pipeline environment into a predictable revenue engine.
- Hired, trained, and led the entire sales team; launched an outbound process generating qualified demos within the first three months.

### VP of Sales — Conceal | *Nov 2022 – Apr 2024*

- Built the revenue operations and sales organization from the ground up — CRM architecture, forecasting models, outbound motion, and BDR-to-ISR-to-AE career pathways.
- Launched the MSP channel initiative that became a core revenue driver — developed the GTM strategy, trained the team, and led partner acquisition — paired with a white-glove customer success experience driving retention.

### SVP of Sales — TypingDNA (typing-biometrics authentication) | *Jan 2022 – Dec 2022*

- Company sales leader reporting to the CEO and attending board meetings; owned enterprise sales, customer service, and account management.
- Increased pipeline 4X and demo bookings 5X while engaging marquee logos and defining product-market fit.

### SVP of Operations — CIENCE | *Apr 2021 – Mar 2022*

- Built and led the division of sales strategists directing daily strategy for hundreds of SDRs, project managers, and account managers across a 1,000+ employee, four-country organization.
- Served 100+ client sales teams on outbound messaging, calling, tech stack, team design, hiring, training, and churn remediation.

### VP of Sales (promoted from Director) — RangeForce (cybersecurity training) | *Mar 2019 – Apr 2021*

- Led a 22-person org spanning sales operations, sales reps, and marketing — 4 managers, 6 BDRs, and 10 ISRs across the US and UK.
- Drove Fortune 1000 / Global 2000 demo generation and full-cycle inside sales; consistently exceeded quota on meetings booked and sales closed while promoting SDRs into closing roles.

## EARLIER CAREER

**GTM & RevOps Advisor** — DigitalGenius (2019–2021); PhishingBox (2018–2019): advised on sales funnel, outbound strategy, and CRM structure, increasing demo bookings and overall sales.

**Director of Outbound Sales** — SocialToaster (2016–2019): led outbound sales to Fortune 1000 companies, universities, and agencies.

**Founder** — 16 Agency (2009–2014), sales consulting and digital marketing agency; **Founder** — Net New Agency (1999–Present), recruiting sales positions since 1999.

**VP of Sales** — Vidaroo (2007–2009); **VP Business Development & Partnerships** — iHigh.com (2005–2007): ad and platform sales to international brands and top agencies in NY and LA.

**Co-Founder & Sr. Recruiter** — TalenTactics (2001–2004); **Recruiter** — IBM (1999–2001); **Sales Development Rep** — Siebel Systems (1998–1999).

## CORE SKILLS

**Revenue Leadership:** GTM Strategy, Enterprise & SMB Sales, Channel/MSP Sales, Strategic Partnerships, Board Reporting, Product-Market Fit
**Revenue Operations:** CRM Architecture (HubSpot, Salesforce), Forecasting & Sales Analytics, KPI Design, Pipeline Management, Funnel Design
**Team Building:** BDR/SDR Program Design, Hiring & Onboarding, Sales Enablement, Playbooks & Cadences, Coaching & Performance Management
**Demand Generation:** Outbound Strategy (Cold Calling, Email, LinkedIn), ICP Development, Lead Qualification, AI-Enabled Sales Tools, Customer Success & Retention

## EDUCATION & CERTIFICATIONS

**Wharton Executive Education** — Executive Leadership (2023)
**West Chester University of Pennsylvania** — Liberal Studies, Communication & Media Studies
**Southeastern University** — Master of Divinity (in progress, expected 2027)
**Certifications:** CRO School, Certified Lemlist Partner, Vibe Coding