

READY 4 REVENUE GROWTH & AWESOME.

GTM/RevOps Salaries

Base Salary expectations use “United States” as a location baseline unless otherwise stated.

ROLE / FUNCTION	SENIORITY	COMPENSATION RANGE	AVERAGE SALARY	LOADED FTE (+30% Salary)	FIRST YEAR (+20% Recruiting)	SOURCE LINK
Chief Revenue Officer (CRO)	C-Suite	\$250,838 – \$406,832	\$320,895	\$417,163	\$481,342	Click Here
Director, Revenue Operations	Mid, Senior	\$180,077 – \$201,910	\$191,337	\$248,738	\$287,005	Click Here
Director, Sales Enablement	Mid, Senior	\$182,124 – \$225,404	\$203,789	\$264,925	\$305,682	Click Here
Sales Ops Manager	Mid, Senior	\$105,360 – \$138,310	\$121,290	\$157,677	\$181,935	Click Here
RevOps Strategist	Mid, Senior	\$93,000 – \$159,000	\$121,378	\$157,791	\$182,066	Click Here
RevOps Analyst	Varies	\$89,915 – \$122,367	\$106,141	\$137,983	\$159,211	Click Here
Marketing Ops Manager	Mid	\$92,000 – \$172,000	\$123,000	\$159,900	\$184,500	Click Here
CRM Administrator	Mid, Varies	\$71,355 – \$101,153	\$89,259	\$116,036	\$133,887	Click Here

FOOD FOR THOUGHT: Ready for the time AND resource commitment to find the right talent fit?

PLUS—can you find/recruit/staff a unicorn that has ALL of the strategy + tactical skills you need? What about supporting roles? Enablement? Data? Engineering?

Sources: ZipRecruiter & Salary.com | **Updated:** April 2024