



RevOps Champions Podcast

revopschampions.com

Description:

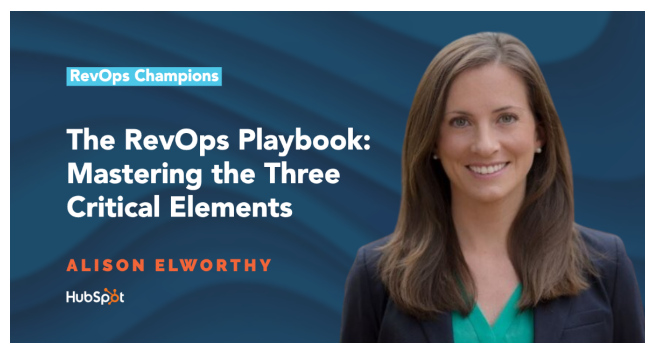
RevOps Champions is a podcast for B2B professionals looking to define and shape revenue operations for their customer-facing teams. It's hosted by Brendon Dennewill, Co-founder and CEO of Denamico, a HubSpot Solutions Partner and RevOps Consultancy. Listeners can tune in for insights and tips to assess their revenue operations, align their people, and accelerate processes to increase profitability and improve the customer experience using technology.

Guest Profiles:

- Professionals who manage people, process, data, or technology (and any combination of these) for their organization
- Revenue operations thought leaders
- Leaders in marketing, sales, or customer success roles focused on improving the customer experience and driving operations for their teams
- SaaS providers who enable frontline teams with tech solutions

Sample of Guests:

- [Alison Elworthy](#), Executive Vice President of Revenue Operations at HubSpot
- [Brian McLaughlin](#), Chief Executive Officer at Alula
- [Chris Heim](#), President & CEO at AbeTech



Common Questions We Ask Guests:

- How do you define revenue operations in your role? In other words, What is RevOps?
- Why is RevOps important to your business?
- What is the one tip you would give to people looking to assess, align, or accelerate any of the following:
 - Revenue Growth
 - Profitability
 - NPS Score (Customer Happiness)
 - EHI (Employee Happiness Index)

**Ready to Join the RevOps
Champions Community?**

Contact Brendon Dennewill at
brendon.dennewill@denamico.com