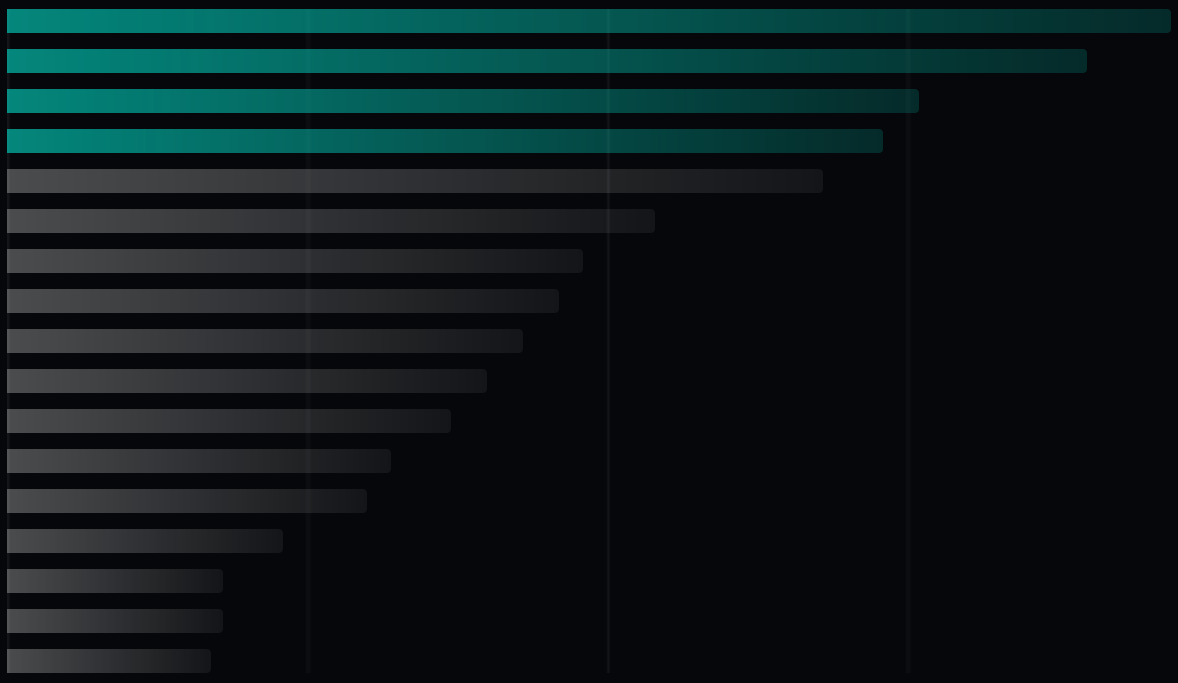
Allenix

RESEARCH REPORT · NOVEMBER 2026

The impossible hire

What 145 growth-stage U.S. B2B firms ask of their next revenue leader, and what to settle before you post the role.

By Ali Mamujee, Revenue Architect



48%

want 1 person to close, manage, build and forecast

23 of 26

firms with no sales system still want a forecast

79%

don't say when results are due

Summary

What we found

If you're about to hire your first or next revenue leader, this is what your peers are asking for. We read 145 job postings for the top sales or revenue role, whatever the title, at U.S. B2B firms with 10 to 200 employees. All were posted between September 3 and November 2, 2026. 59 came from software companies. The other 86 came from manufacturers, service firms, builders, logistics companies, lenders and clinics.

48%

want 1 person to close deals, lead the team, build the sales process and own the forecast.

69 of 145 postings. Page 3.

23 of 26

firms with no sales system yet still ask the new leader to own the forecast.

Page 4.

51 vs 14

postings that name forecast accuracy as a measure of success, vs win rate.

Of 145. Page 5.

79%

of postings don't say when results are due.

115 of 145. Only 30 give a timeline. Page 6.

8

separate duties in the typical posting, at 10 to 50 employees and at 51 to 200.

Median. Page 3.

$225K

median base pay, the same under 50 employees as over 50.

62 of 145 postings state a base. Page 8.

What it adds up to

Many of these postings ask 1 person to build a sales system the company doesn't have yet. Then they judge that person on a forecast the system can't support, by a deadline the posting never states. That's what makes the hire feel impossible, and a better candidate won't fix it. Better decisions before the posting goes up will.

Source: LinkedIn (129) and Indeed (16) job postings. U.S., B2B, 10 to 200 employees, top revenue role only. n = 145.

Before you post the role

3 things to settle before you hire

Each one comes from a gap that shows up again and again in these postings. The pages that follow show the evidence.

1. **Pick the 1 job that matters in year 1.** 48% of postings want a closer, a manager, a process builder and a forecaster in 1 person. A player-coach can be the right call at 20 people. Make it a choice: rank the 4, and put the top one first in the posting.
   Page 3

2. **Build the sales system before you ask for a forecast.** 23 of 26 firms with no sales system still want the new leader to own the forecast. If you don't have defined stages, a clean CRM and a repeatable process yet, make building them the first job, and judge the forecast after.
   Pages 4 and 5

3. **Write the finish line.** 79% of postings don't say when results are due. The best ones do, in a sentence, like this software company: "First 90 days: You've reviewed every live deal, put a weekly operating rhythm in place, and agreed a hiring plan with the CEO."
   Page 6

Then 3 smaller calls. Decide whether you're buying market relationships or a system (page 7). Price base pay against the median, then compete on the job itself (page 8). Name the tools you actually run, and leave out the ones you won't fund (page 9).

The posting is only the start. Carry the same decisions into your interview scorecard and into a 90–day plan you and the new leader both sign.

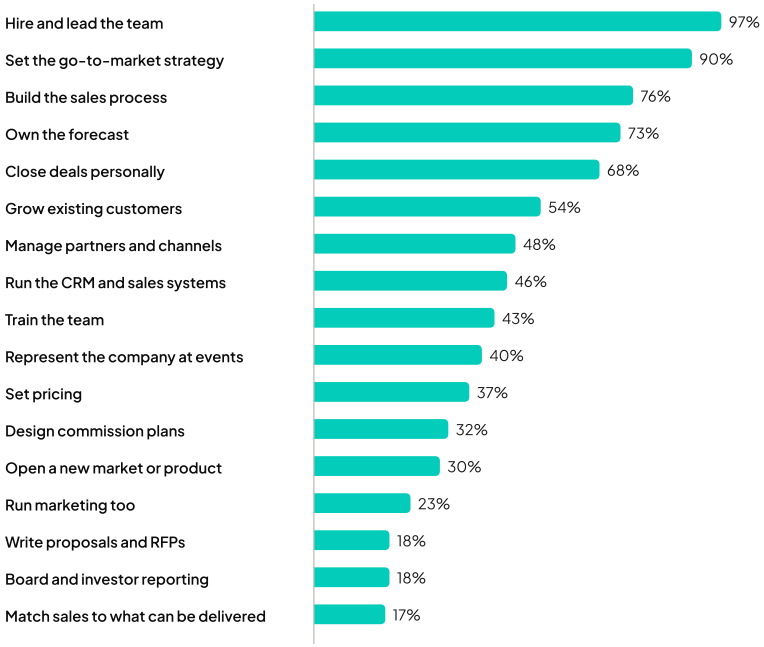
What the job covers

Nearly half want 1 person to close, manage, build and forecast



98 of 145 postings (68%) want the leader to keep closing deals personally. 69 (48%) ask for all 4 at once. That's slightly more common at firms with 10 to 50 employees (29 of 57) than at 51 to 200 (40 of 88). It is mostly a software pattern: 39 of 59 software postings ask for all 4, against 30 of 86 from other industries. And of the 98 that want the leader to sell, we found only 1 that says how the week should split between selling and leading.

Every duty that came up, by share of postings



We listed each separate duty in every posting's responsibilities section. The typical posting lists 8 distinct duties. The median is 8 at both 10 to 50 and 51 to 200 employees. 78 postings ask the leader to grow existing customers, but only 29 of those 78 say how that will be measured.

What this means for you

Whatever the title, these postings describe 4 jobs on top of setting strategy: closer, team leader, process builder and forecaster. Ask for all of them and you hire whoever interviews best across the list. Every hour that person spends closing is an hour not spent building the team or the process.

Do this. Rank closing, leading, building and forecasting from 1 to 4 before you write the posting. Put number 1 in the first line. If you want a player-coach, say whether selling means carrying a quota or joining the biggest deals, and how much of the week it takes.

Duties section only; requirements don't count. n = 145.

Asked for vs in place

Forecast before foundation

A forecast is a prediction built from deal stages, clean CRM data and a repeatable process. 106 of 145 postings (73%) ask the new leader to own it. In this sample, the firms with the least of that system ask most often.

Ask the new leader to own the forecast, by what's in place today



How we counted. 92 of the 145 postings describe the sales system the new leader will inherit. **Nothing in place:** the posting says it isn't built yet, as in "the commercial playbook hasn't been written yet" (26). **Partly in place:** some pieces exist and others are missing (52). **Established:** a working team, CRM and process (14).

> "There is no machine yet, and building it is the job."
>
> Software company

> "There isn't yet a large sales ops team, polished enablement library, or steady inbound funnel."
>
> Digital health company

What this means for you

Until the stages, the data and the process exist, a forecast from a new leader is a guess. Ask for one in the first quarter and you will judge the hire on numbers they had no way to produce.

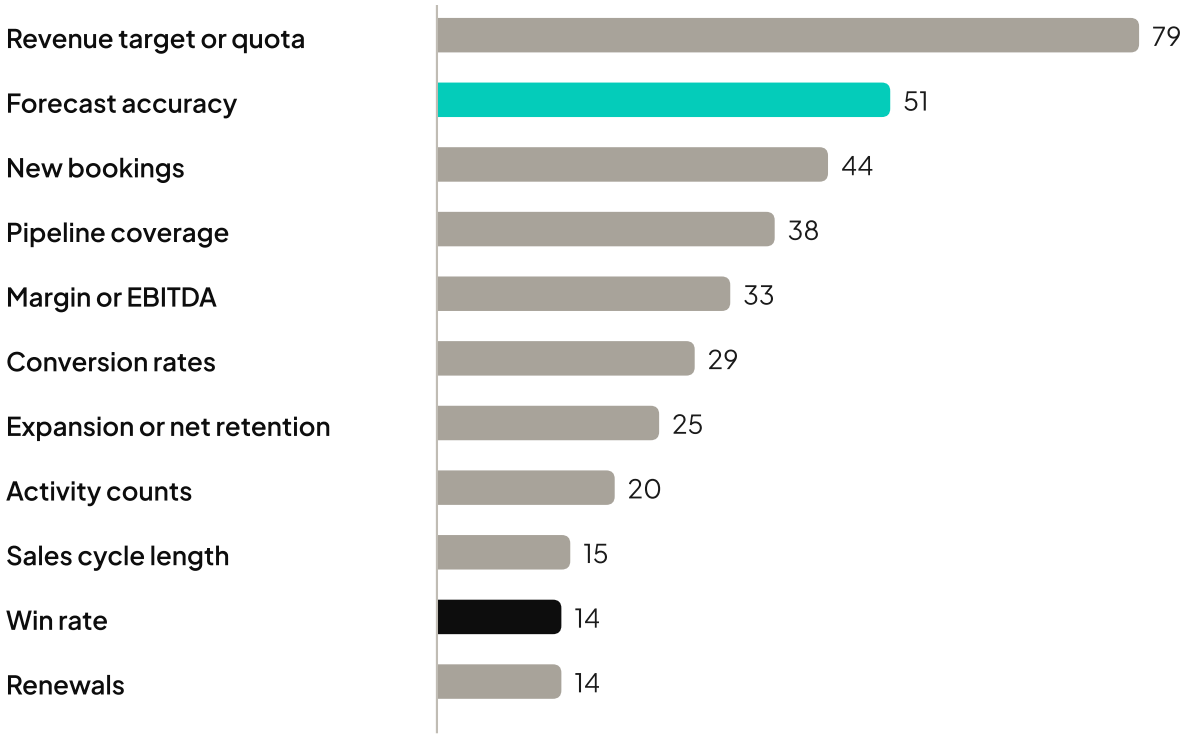
Do this. Be honest about which bar you sit in. If it's "nothing" or "partly," make the first job defined stages, a clean CRM and a weekly pipeline review. Until then, judge the process: stages defined, deals reviewed weekly, close dates holding. Judge the forecast once at least 1 full sales cycle of clean data exists.

Bar length is the share of each group. 53 postings don't describe what's in place.

How the hire will be judged

51 postings name forecast accuracy as a measure. 14 name win rate.

Measures of success named in the posting



79 postings tie the role to a revenue target or quota. Forecast accuracy comes next, in 51. Conversion rates appear in 29, sales cycle length in 15 and win rate in 14. 31 of the 51 that name forecast accuracy name none of those 3, so nothing that shows whether selling is improving. 25 postings name no measure at all.

Software and other industries test differently. Forecast accuracy appears in 28 of 59 software postings and 23 of 86 others. Margin or profit runs the other way: 5 of 59 software postings, 28 of 86 others.

What this means for you

After the revenue target, these firms more often judge a new leader on how well they predict revenue than on whether selling gets better. Score only the prediction and you can end up with an accurate forecast of a flat business.

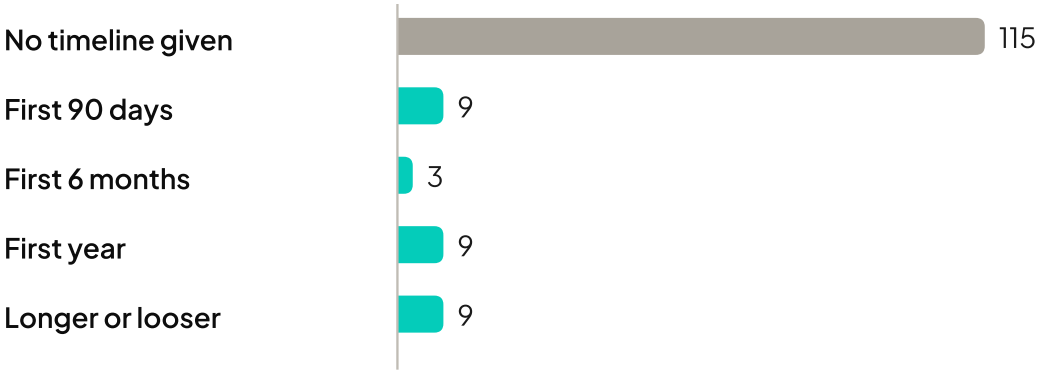
Do this. Put 2 measures in the posting: 1 for prediction (forecast accuracy) and 1 for improvement (win rate, conversion or cycle length). Outside software, add gross margin by account. Tell candidates all of it.

A posting counts once per measure, wherever it appears. n = 145.

The finish line

79% of postings don't say when results are due

When the posting expects results



30 of 145 postings give a timeline. 9 set a 90-day mark, 3 a 6-month mark and 9 a first-year mark. The other 9 use longer or looser horizons, like 2 to 3 years out. Of the 57 postings that want the leader to own both the forecast and the revenue number, 43 give no date. The best ones say what done looks like:

> "First 90 days: You've reviewed every live deal, put a weekly operating rhythm in place, and agreed a hiring plan with the CEO."
>
> Software company, 72 employees

> "within 90 days, a commercial forecast reconciled to Finance actuals and a scorecard for every seller."
>
> Software company, 37 employees

> "First 6 months: A prioritized target list agreed with the founders, executive-level engagement with most target accounts, and at least one signed evaluation or early-access agreement."
>
> Hardware maker, 58 employees

Postings for a firm's first revenue leader, or a newly created role, do better: 9 of 21 give a timeline, against 21 of the other 124. But 15 of those 21 still ask for all 4 jobs, and 10 have no sales system to inherit.

What this means for you

Without a date and a definition of done, the new leader and the CEO judge the first year by different standards. The first real review then happens whenever someone runs out of patience.

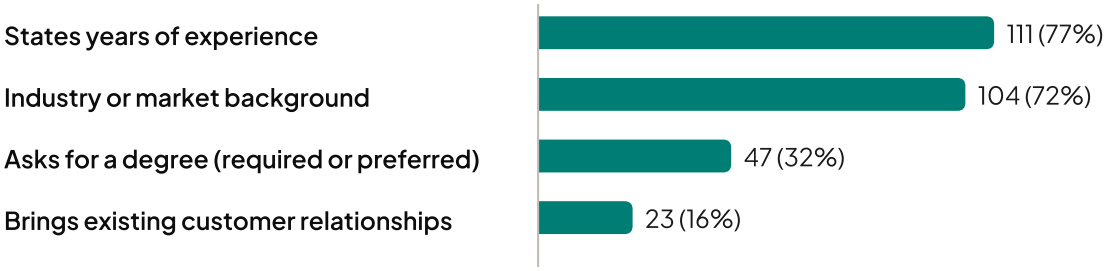
Do this. Write 1 sentence each for day 90, month 6 and month 12, in the style of the quotes above. Put them in the posting, the offer letter and a 90-day plan you both sign.

Quotes are verbatim from the postings. n = 145.

Who they want

72% want someone from their own industry

What postings require of the candidate



The median ask is 10 years of experience (111 postings state a number). 104 of 145 name an industry or market the candidate must come from, from "B2B SaaS" to "commercial banking" to "foodservice". 23 want the candidate to bring existing customer relationships. The firms with the least in place narrow the pool most: 21 of 26 with no sales system require industry background, against 8 of 14 with an established one.

54 of 60

that name a boss report to the CEO, president or founder.

40 of 88

that state a work setup require onsite. 23 are hybrid and 25 fully remote.

26

postings list board or investor reporting as a duty.

What this means for you

Most firms want someone who has already sold in their market. That shrinks the pool before pay or location even come up. It earns its place when the buyer is hard to reach or the sale is technical. It matters less when the real job is building a sales process, and 110 of these 145 postings ask for exactly that.

Do this. Decide what you're buying: relationships in your market, or a system you don't have yet. If it's the system, make industry experience a plus, not a requirement. In distribution, construction and other relationship-led markets, the relationships may be the system. Then plan which of your own key accounts move to the new leader, and when.

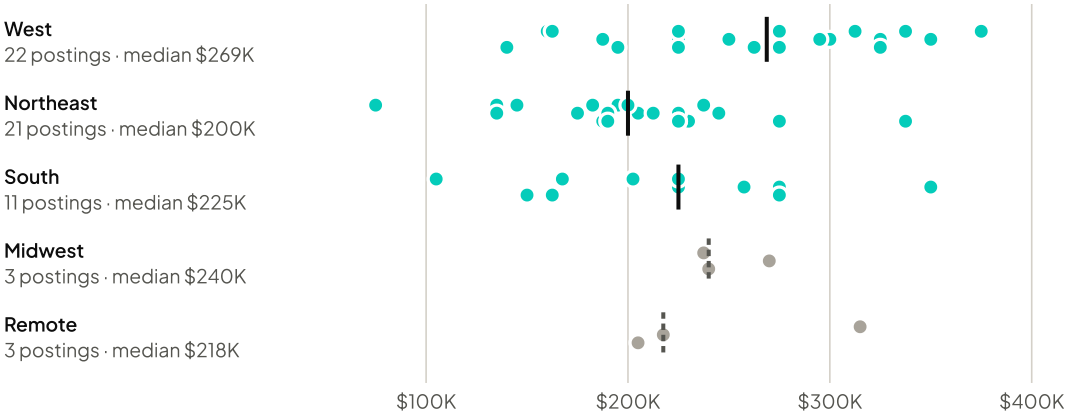
Requirements section of each posting. n = 145.

Pay

Median base is $225K, under 50 employees or over

How we counted. 62 of 145 postings state a base salary range. Each dot is 1 posting, placed at the middle of its range. The line marks each group's median; a dashed line means fewer than 10 postings, so read it as a rough guide. This is base pay only. 45 postings mention on-target earnings, and those that list only on-target earnings are left out.

Base pay by U.S. region



Base pay by industry



Company size doesn't move the median: $225K at 10 to 50 employees (28 postings) and $225K at 51 to 200 (34). California's median is $275K (19 postings) and New York's is $203K (16). 10 of the 19 California postings are software companies, against 5 of 16 in New York, so part of that gap is industry mix.

What this means for you

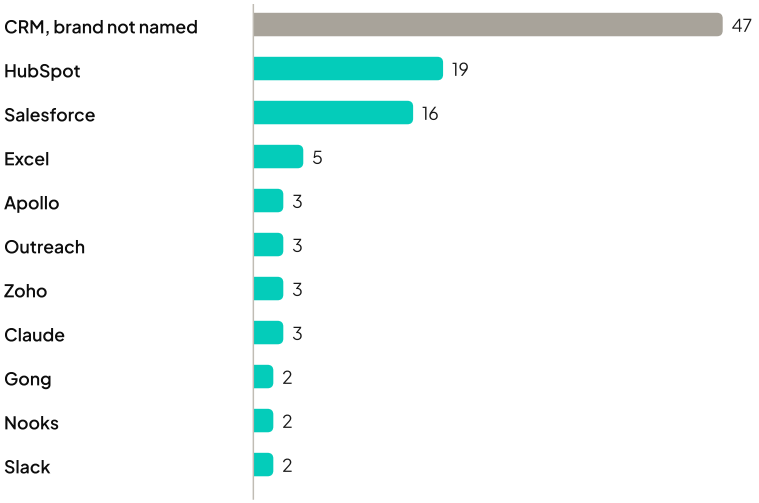
A 20-person firm offers about the same base pay as a 200-person firm, for the same 8 duties. Read it as directional: 62 postings state a base. A smaller firm can't win on base pay, so it has to win on what it offers that a bigger firm can't match.

Do this. Check your base against the median here. Then say what the equity and variable pay are, and how the variable is earned in year 1 while the system is still being built. 48 postings mention equity; very few say how much.

Regions are U.S. Census regions by the job's listed location, plus fully remote roles. 2 postings with no location are left out of the region chart.

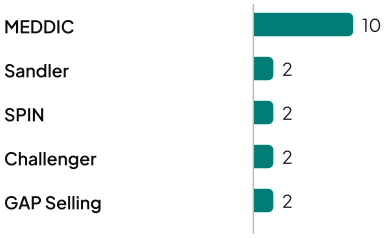
Tools and AI

Most postings that mention a CRM don't name one. Few ask the leader to use AI.



83 postings mention a CRM, and 47 of them don't say which one. When a brand is named, HubSpot is the one firms say they run today (12 postings, against 5 for Salesforce). Salesforce shows up mostly as a skill the candidate must bring (10 postings). 56 postings mention no software at all.

Sales frameworks named in postings



11 postings name a sales framework, 21 times in all. 20 of those 21 mentions are offered as an example, with "such as" or "e.g.", and none says the firm uses the framework today. 2 firms say they run on EOS, a business operating system.

AI



48 firms sell an AI product. 17 postings ask the leader to use AI in how they sell, and only 9 of those come from the 48 AI sellers. Outside software, 6 of 86 postings ask for it.

What this means for you

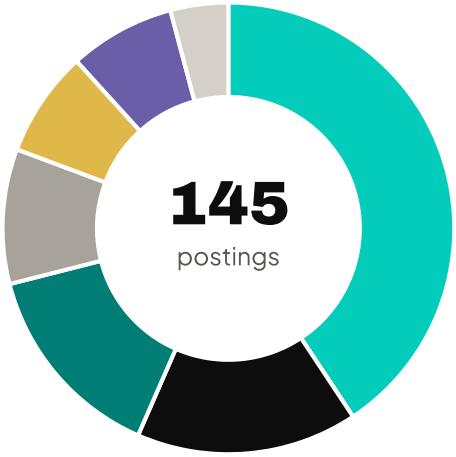
The tools these firms name are mostly a CRM. Frameworks and AI show up as wishes, not as how the team works today. When a posting asks for "MEDDIC or similar" and AI fluency that the firm doesn't use, the new leader inherits the job of choosing and rolling them out. That's real work. Put it in the plan.

Do this. Name the CRM you run and say honestly what state it's in. List a framework or AI only if you'll fund the rollout, and if you will, make it a duty with a date.

Counts are postings that name each tool, in any context. MEDDIC includes MEDDICC and MEDDPICC. Frameworks named once are not shown. n = 145.

About this research

Who is in the sample, and how we read it



Software	59	41%
Manufacturing	23	16%
Professional services	21	14%
Construction, energy and logistics	14	10%
Finance and real estate	11	8%
Health care	11	8%
Other B2B	6	4%

57 postings came from firms with 10 to 50 employees and 88 from firms with 51 to 200.

Method

- **Sample.** Active U.S. postings on LinkedIn and Indeed, September 3 to November 2, 2026. B2B firms with 10 to 200 employees, top revenue role only. We removed regional heads, VPs who report to an existing sales chief, sellers with no team, subsidiaries, public companies and recruiter posts.
- **Coding.** Each posting was read in full and coded against a written codebook: 19 duties, 17 measures of success, what's in place, tools, requirements and pay. Coding was AI-assisted, and every code keeps the exact sentence from the posting that supports it.
- **Checks.** 30 postings were coded twice, independently; the 2 passes agreed on a median of 97% of codes. A separate audit then rechecked every figure in this report against the source sentences.
- **Limits.** Postings show what firms ask for, not how the hire turns out. Percentages are shown only for groups of 30 or more postings. 1 firm lists no headcount and is counted with 10 to 50 employees.

Industry as listed by the firm on LinkedIn or Indeed, grouped. Software = firms that mainly sell software.

Appendix

All 145 companies

Every company in the sample, with the role it posted and a link to the posting. Employee counts come from the company's LinkedIn page (134 companies) or from Indeed and other company data (11). 1 firm has no headcount listed on LinkedIn. Postings close; some links may no longer work.

Company	Industry	Employees	Role posted	Posted	Posting
Aeonsemi	Manufacturing	40	Head of Sales, Americas	2026-10-30	View
American Window Film	Construction, energy and logistics	112	SVP, Sales & Marketing	2026-10-06	View
AmPac Business Capital	Finance and real estate	42	EVP, 504 Sales and Market Development	2026-11-02	View
Apollo Information Systems	Professional services	57	Vice President, Sales	2026-10-29	View
Arival Bank	Finance and real estate	52	Head of Sales and Customer Experience	2026-10-30	View
Arkeus	Manufacturing	75	VP of Growth	2026-10-19	View
Aroris Health	Professional services	43	Chief Revenue Officer	2026-09-16	View
Assail	Software	19	Vice President, Sales	2026-10-22	View
Atlas Oncology Partners	Health care	16	Senior Vice President, Payor Growth	2026-09-09	View
Base	Software	45	Head of Revenue	2026-09-03	View
Basis Technologies	Software	145	VP Sales, Americas	2026-10-30	View
BIM ENGINEERING U.S. LLC	Professional services	13	Vice President of Sales / Head of Revenue	2026-09-10	View
Bishop-Wisecarver	Manufacturing	76	VP of Sales & Marketing	2026-10-05	View
BlueCargo	Software	32	Head of GTM	2026-10-27	View
Broccoli AI	Software	124	Head of Enterprise Sales	2026-10-28	View
Brook Health	Health care	114	Vice President, National Sales	2026-10-29	View
C&C Wholesale Distributors	Construction, energy and logistics	98	Vice President of Sales	2026-10-16	View
Capital Pump & Equipment	Construction, energy and logistics	89	Vice President of Sales	2026-10-29	View
Cash Depot	Finance and real estate	122	Chief Revenue Officer	2026-10-08	View
Catalyst Communications Technologies	Software	20	Senior Vice President of Sales	2026-09-29	View
CenTrio	Construction, energy and logistics	125	Vice President of Business Development	2026-10-29	View
Citylitics Inc.	Software	66	VP of Sales	2026-10-30	View
ClickView	Software	158	VP of Sales and Customer Success	2026-09-29	View
Clinical Architecture	Software	114	Vice President, Sales	2026-09-15	View
Cognichip	Software	98	Vice President of Sales	2026-10-31	View
CommerceWest Bank	Finance and real estate	109	Head of Commercial Banking	2026-10-19	View
Conduit	Software	27	VP of Sales	2026-10-29	View
Convergent Energy and Power	Construction, energy and logistics	125	Head of Sales	2026-10-08	View
Crystalia Glass LLC	Construction, energy and logistics	92	Head of Sales	2026-10-15	View
Cube	Software	140	VP of Revenue	2026-09-17	View
DiligenceSquared (YC F25)	Professional services	13	Head of GTM	2026-09-29	View
Diverge Health	Health care	116	Chief Commercial Officer	2026-10-02	View
Docugami	Software	23	Head of Sales	2026-09-15	View
Dollamur	Manufacturing	86	Senior Vice President of Sales and Marketing	2026-10-22	View
DuraMark Technologies	Manufacturing	50	Vice President of Sales	2026-10-06	View
eAI	Software	50	Head of Sales	2026-10-01	View
Eccalon, LLC	Professional services	123	Vice President of Sales	2026-10-27	View
Eddy Foods Inc.	Manufacturing	144	Vice President of Food Service Sales	2026-10-29	View
Eggs Unlimited	Manufacturing	143	VP - Sales (On-Site) - Irvine	2026-10-19	View
ElectronX	Finance and real estate	44	Head of GTM & Revenue	2026-10-28	View

Company	Industry	Employees	Role posted	Posted	Posting
Elibrium Inc.	Software	13	Head of Sales	2026-10-30	View
Facilities USA	Construction, energy and logistics	13	VP of Sales & Marketing	2026-10-07	View
Fine Tune Expense Management	Professional services	92	Vice President of Growth	2026-10-13	View
First Class Business Group Inc	Finance and real estate	50	Head of Sales | Business Financing	2026-11-02	View
Flexzo Ai	Software	52	President, USA & Chief Commercial Officer	2026-10-09	View
Flosum	Software	93	Chief Revenue Officer	2026-09-10	View
Forerunner	Software	109	Vice President of Sales	2026-10-07	View
Fourier	Manufacturing	54	VP of Business Development	2026-09-28	View
FRAYT	Construction, energy and logistics	75	VP of Revenue	2026-10-05	View
Fulcrum	Software	52	Head of Sales	2026-10-22	View
Gray Swan AI	Software	109	VP of Sales	2026-10-30	View
Guard Services USA	Other B2B	18	VP of Sales & Marketing	2026-10-31	View
Heady	Professional services	130	Vice President of Growth	2026-09-07	View
Healthcare Financial, Inc.	Health care	89	Vice President of Strategic Sales	2026-10-27	View
HELIOS	Software	11	Vice President, Sales	2026-11-02	View
Hello Innovation	Software	43	VP of Sales	2026-10-28	View
Hello Patient	Software	50	VP of Sales	2026-09-25	View
Henry	Software	35	Head of Sales	2026-09-30	View
Heron	Software	65	Head of Sales	2026-10-29	View
Howell Instruments Inc	Manufacturing	125	Vice-President, Strategy & Growth	2026-10-27	View
Hubble Network	Software	88	Vice President of Enterprise Sales	2026-09-12	View
Infinite Commercial Tire	Manufacturing	Not listed	Vice President of Sales	2026-11-02	View
Informed Medical Decisions, Inc	Health care	125	Vice President, Sales	2026-10-12	View
InformedDNA	Health care	88	Vice President, Sales	2026-10-13	View
IntellectEU	Professional services	50	Head of Sales	2026-10-22	View
Intervene K-12	Software	20	VP Growth / Chief Growth Officer	2026-10-13	View
ITI Manufacturing, Inc.	Manufacturing	24	VP of Sales & Marketing	2026-10-05	View
Jiga	Manufacturing	50	VP of Sales	2026-10-26	View
Kastle	Software	19	Head of Sales	2026-11-02	View
LABUR	Professional services	111	Managing Director, Sales and Growth	2026-10-26	View
LandSolutions Inc	Professional services	128	Vice President, Growth & Development	2026-09-04	View
LegalOn	Software	132	VP of Sales	2026-10-22	View
LiveSwitch	Software	96	Vice President of Sales	2026-10-30	View
Lowry Solutions	Professional services	105	Vice President of Sales & Marketing	2026-09-28	View
M&R Hotel Management	Professional services	113	Vice President, Business Development- New York	2026-10-22	View
Mach9	Software	40	Head of Sales	2026-09-29	View
Majestic Labs ai	Manufacturing	58	Majestic Labs, Inc. VP of Sales - California / New York	2026-10-14	View
Metriport	Software	38	Head of Sales	2026-09-18	View
Micas Networks	Manufacturing	45	VP of Sales	2026-10-22	View
Milton Industries, Inc.	Manufacturing	89	VP of Sales & Business Development	2026-10-28	View
Mintlify	Software	85	Head of Sales	2026-10-16	View
Momnt	Software	74	Chief Revenue Officer	2026-11-01	View
Ndustrial	Software	60	Vice President of Sales	2026-10-02	View
Nexl	Software	72	Head of Sales	2026-10-21	View
Next Phase Enterprises	Professional services	122	Senior Executive Vice President of Sales (Bentonville, Costco & Retail)	2026-10-31	View
Noise	Software	29	VP of Sales	2026-10-29	View
Numisma Bank	Finance and real estate	52	Chief Revenue Officer	2026-10-23	View
NYC Alliance	Other B2B	176	VP of Sales	2026-11-01	View
Overview AI	Manufacturing	91	VP of Sales	2026-09-08	View
Pacron®	Manufacturing	39	Vice President of Sales	2026-10-16	View

Company	Industry	Employees	Role posted	Posted	Posting
People Architects	Professional services	27	Head of Sales	2026-10-26	View
Phiston Technologies	Manufacturing	37	Head of Sales Marketing	2026-10-17	View
Pockyt	Software	37	VP, Head of Sales	2026-10-14	View
Potomac	Finance and real estate	77	Chief Revenue Officer	2026-10-29	View
Powered By MRP	Health care	108	Vice President of Sales	2026-09-24	View
Prime Intellect	Software	81	Head of Growth	2026-10-27	View
Pro-Active Engineering	Manufacturing	87	Vice President of Sales	2026-10-15	View
ProFormance Builder Solutions	Construction, energy and logistics	91	Chief Sales Officer	2026-10-05	View
Prophecy	Software	159	VP of Enterprise Sales	2026-10-23	View
Protex AI	Software	106	Head of Global Sales	2026-10-08	View
Pump.co	Software	111	VP of Revenue	2026-10-19	View
Quake Global	Other B2B	64	Vice President of Sales	2026-10-01	View
Raymond Storage Concepts, Inc.	Construction, energy and logistics	197	VP, Sales and Marketing	2026-09-25	View
Rebill.com	Software	21	VP of Sales	2026-10-29	View
REGAL	Software	133	Head of Sales	2026-10-07	View
Remora	Construction, energy and logistics	79	Vice President of Business Development	2026-10-27	View
Rendever	Software	50	VP of Growth	2026-10-09	View
Revalia Bio	Health care	38	VP of Business Development	2026-10-19	View
RheoSense Inc.	Health care	28	Vice-President of Sales	2026-09-15	View
RHONDOS	Software	33	Global Vice President of Sales	2026-09-23	View
Rilla	Software	144	VP of Sales	2026-10-20	View
Rivia	Software	33	Head of Sales US	2026-11-02	View
Royal Banks of Missouri	Finance and real estate	123	SVP/President of Commercial Banking	2026-10-02	View
RTM Business Group	Professional services	94	Vice President of Sales	2026-09-28	View
S2 Analytical Solutions	Professional services	50	Vice President, IC Growth & Capture	2026-10-06	View
Sapio Sciences	Software	105	Head of Sales - Sigmatic Sciences	2026-10-14	View
Scholarly	Software	34	VP of Sales	2026-10-06	View
School Outfitters	Other B2B	174	Vice President of Business Development	2026-10-19	View
SheerID	Software	186	Senior Vice President of Global Sales	2026-10-16	View
Solar Energy Solutions	Manufacturing	129	Vice President of Commercial Sales	2026-10-06	View
Solcoa Industries	Manufacturing	24	Chief Commercial Officer	2026-10-13	View
Source	Software	19	Head of Business Development	2026-09-29	View
Spinutech	Professional services	105	Vice President of Growth	2026-10-19	View
Standley Systems	Professional services	176	VP OF SALES	2026-10-16	View
Sun Noodle	Manufacturing	75	Vice President of Sales	2026-10-30	View
Supercircle	Software	35	Senior Vice President of Sales	2026-10-20	View
Synder Filtration	Construction, energy and logistics	37	VP of Sales and Marketing	2026-10-26	View
Syzygy Asset Management	Finance and real estate	19	Senior Vice President of Sales	2026-10-12	View
TAR	Other B2B	42	VP of Commercial	2026-10-22	View
The McDonnel Group	Construction, energy and logistics	76	Chief Growth Officer	2026-10-14	View
The Real Deal	Other B2B	50	Chief Revenue Officer	2026-10-14	View
Think Company	Professional services	147	EVP, Growth	2026-10-22	View
Top Hat Engineering Corp	Manufacturing	50	Vice President of Sales	2026-10-27	View
Triz Engineering Solutions	Professional services	192	VP Business Development	2026-11-01	View
Tucker Company Worldwide	Construction, energy and logistics	72	Vice President of Business Development	2026-10-22	View
UniversalAGI	Software	23	Head of Revenue	2026-10-04	View
Vast.ai	Software	48	Head of Sales	2026-10-21	View
vcfo	Professional services	91	VP, Business Development & Growth	2026-10-14	View

Company	Industry	Employees	Role posted	Posted	Posting
Vendidit	Software	16	HEAD OF SALES	2026-09-17	View
Ventaris Surgical	Health care	25	VP, Sales & Marketing/Chief Commercial Officer	2026-10-21	View
Veritas Investments, Inc.	Finance and real estate	110	Vice President of Sales	2026-10-14	View
VESSL AI	Software	51	Head of Sales	2026-09-29	View
Vocca	Software	54	Head of GTM - US Market - $300-400k OTE + Equity	2026-10-05	View
Weave Bio	Software	65	Head of Enterprise Sales	2026-10-15	View
WellTheory	Health care	73	Head of Commercial	2026-09-29	View

Posted September 3 to November 2, 2026. Sorted A to Z.

Allenix | Ali Mamujee

Allenix builds AI revenue systems that help growth-stage B2B teams close more complex deals.

allenix.com