

Circle CVI partners with Hunt Club to find a *Director of Revenue Operations* to drive sustainable, strategic operational improvements

About



Industry	Health Care Tech
Business Model	B2B
Website	circlecvi.com
Headquarters	Calgary, Alberta
Year Founded	2007
Funding	Private Equity

Circle Cardiovascular Imaging Inc. (Circle CVI) is revolutionizing the medical technology industry by developing world-class and advanced post-processing solutions for cardiovascular and neurovascular imaging. Headquartered in Calgary and with offices in Germany, the Netherlands, China, and the USA, Circle CVI is a global leader serving over 1,000 hospitals.

Founded in 2007, Circle CVI has partnered with some of the most respected names in the medical field to disrupt and innovate cardiovascular and neurovascular imaging using machine learning, big data, AI, and other technologies. Their proprietary technology successfully demonstrates the same range of capabilities as expert human readers, improving cardiovascular health through excellence in imaging as an integral part of precision medicine.



“Hunt Club is the best search partner I have worked with in my 25+ year career. We liked the quality of candidates presented, clear communication, and candidate summaries in comparison to our requirements. The professionally-managed workflow and candidate pipeline from interviews to the final offer were 10 out of 10.”

Mike Little
Chief Financial Officer



The Need

As Circle CVI embarked on its expansion, the quest for a new Director of Revenue Operations took center stage. They sought a professional with a deep-rooted passion for their work, coupled with the ability to deftly navigate the intersection of revenue operations, sales, and finance. Ideally, the candidate would bring experience within a subscription/SaaS business model. Leadership at Circle CVI envisioned a dynamic individual capable of propelling strategic and operational enhancements across the entire organization. The bullseye candidate would be proficient in crafting sales, rolling financial forecasts, and conducting ad hoc analyses. Their financial modeling expertise would be crucial in shaping board preparations and presentations.

Search Criteria

- 4+ years of relevant work experience in the tech/software industry
- Advance modeling, analytical, and problem-solving skills
- Systems experience with Salesforce
- Advanced proficiency in Excel
- Strong interpersonal skills with the ability to successfully work with cross-functional teams

Meet *Circle CVI's* New Director of Revenue Operations

Jessica has ten years of experience in Revenue Operations, Finance, Data Analysis, and Database Management. During the four years she was at OpenText, Jessica became an integral part of their business analytical team. She started as an analyst and worked her way up to managing revenue operations for subscription and non-subscription services with a focus on acquisitions. After developing an entire database and revitalizing their reporting to be more accurate, up-to-date, and inclusive of all metrics, the system was so well received that it became the reporting baseline for all teams at OpenText.

Jessica's Growth at OpenText

- Senior Strategy Consultant
- Lead Strategy Consultant
- Revenue Operations Manager



Jessica Banas

52 Days to Hire

105k+

Directors of Rev Ops in Expert Network Community

49

Candidates Vetted

12

Candidates Introduced

10

Candidates Interviewed by Circle CVI

The Search

Right from the start, Hunt Club committed to acting as a genuine consultative partner for Circle CVI throughout their search process. In their initial collaboration, the two parties creatively established communication channels and processes while aligning hiring expectations. Once they defined the essential skills and responsibilities for the ideal candidate, Hunt Club set their search wheels in motion. Harnessing the power of the Expert Network, Hunt Club's exclusive Search Platform and matching algorithm pinpointed 49 of the most qualified candidates. Upon meticulous vetting by the Search Team, a clear standout emerged: *Jessica Banas*.

Her experience lent itself to a position as a revenue manager, where she devised forecast models featuring annual and quarterly projections. Her skills also encompassed the creation, maintenance, and enhancement of financial and cash flow models, as well as budgeting and forecasting. As a professional, Jessica exhibited an impressive drive to join an innovative and collaborative environment, aligning perfectly with the expectations of Circle CVI. **Jessica accepted the position within six days of receiving the offer letter, closing out this search in just 52 days.**

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