

Order Number:

NY1593287

Date Job Order Received:

03/10/2026

Number of Openings:

1

Company Name:

Quantify Consulting

Job Title:

Head of Revenue & Growth

Minimum Experience Required:

No experience requirement provided.

Job Description:

We're looking for someone to own revenue and growth at Quantify - not execute on a playbook someone else wrote, but build the playbook. This is a strategic leadership role with real tactical weight. You'll work closely with our Founder to understand our vision, our clients, and our market, and then you'll be the one who decides how we go to market and makes it happen. This is roughly 50% strategy, 50% execution. You'll set the sales and marketing direction for the company, then roll up your sleeves and do the work: running outreach, managing the pipeline, refining the website, publishing content, closing deals, and managing client relationships through project delivery. Over time, you'll bring in contractors, agents, and eventually full-time support - but in year one, this is your operation to build and run. One thing worth knowing upfront: success in this role will create a good problem. As you generate demand, our delivery capacity will need to scale alongside it. In the near term, delivery bandwidth will be a soft constraint on how much revenue you can actually drive - which means part of your strategic thinking will involve pacing growth intelligently and working with our Founder to expand our ability to serve clients. We want someone who sees that as an interesting puzzle, not a frustration. What you'll own: Go-to-Market Strategy - Define and evolve how Quantify attracts, engages, and wins new business. You'll have input and guidance from our Founder, but the strategy is yours to lead. Lead Generation & Pipeline Development - Build and manage outreach systems. Curate prospect lists, run campaigns, nurture relationships, and move leads into qualified opportunities. Manage the full pipeline in HubSpot. Sales & Deal Closure - Partner with our Founder to advance and close deals. Draft compelling proposals. Follow up relentlessly. Keep HubSpot accurate and current. Client Engagement & Delivery Support - Serve as the primary client contact on most projects. Manage timelines, budgets, invoicing, scheduling, and communication. Ensure clients feel genuinely taken care of from signed proposal through final delivery. We operate from a place of service, not survival - and that posture extends to how we treat every client interaction. Marketing & Brand Presence - Own the Quantify website (Squarespace), social media (LinkedIn, Facebook), content calendar, blog publishing, and case study development. Coordinate participation in networking and industry events. Qualifications What matters most: A bias toward ownership and action - you

don't wait to be told what to do The ability to think strategically and execute tactically in the same day Strong written and verbal communication skills A genuine desire to understand our clients, our work, and our "why" Willingness to learn deeply and move quickly Preferred experience (not required): HubSpot or similar CRM Squarespace or similar website management Apollo or similar prospecting/contact database tools LinkedIn and social media marketing B2B sales or consulting sales cycles Building outreach workflows or lead generation systems Compensation & Growth This role is designed for someone who wants to grow with the company. Compensation includes a base salary but is primarily performance-based; bonuses tied to revenue outcomes. For the right person, there is a clear path toward equity or ownership stake in Quantify over time. Location This is an in-office role based in Lowville, NY. While our team operates with some natural flexibility, the daily expectation is in-person. Candidates must be local or willing to relocate.

Job Location:

Lowville, New York 13367

Pay:

\$40000.00 - \$80000.00 Yearly

Benefits:

Vacation, Sick Leave, Holidays

Hours per Week:

40

Duration:

Full Time, Regular

Work Days:

Monday Thru Friday

Shift

Not specified.

Public Transportation:

Not specified.

Minimum Education Required:

Bachelor's Degree

Driver Licenses, Including Endorsements:

Not specified.

How to Apply:

To apply, contact the employer by: E-Mail

Email: evan@quantify-consulting.com