



EVP/Chief Revenue Officer
Dallas, Texas

POSITION DETAIL

The Cornerstone Credit Union League, located in the Dallas, Texas metropolitan area in Plano, Texas, is looking to fill a highly visible role on the executive leadership team. This position strategically leads revenue generation and will own the value proposition for the league's service corporation. As the Chief Revenue Officer, reporting directly to the President/CEO, you will be charged with establishing sales goals and monitoring performance metrics to achieve sustainable revenue growth. Responsibilities will also include analyzing large amounts of data, integrating technology to support revenue generation, the oversight of business managers ensuring effective execution towards sales targets, and assisting in exploring merger and acquisition opportunities. The successful candidate will be well versed in developing business plans and executing go-to-market strategies, possess excellent negotiating and communication skills, and have eight plus years of executive leadership experience with a focus on sales and service within the credit union industry. Additionally, this individual will be a self-starter with a proven ability to act as a change agent within a high-pressure environment. Experience with CRM software, digital channels, business intelligence, and customer data platforms is required. Knowledge of SalesForce and master's degree is strongly preferred. Please include reference number 1236 when applying.

COMPANY DETAIL

The Cornerstone Credit Union League (Cornerstone) is committed to protecting its more than 460-member credit unions, while promoting their growth, strength, and unity. The league has combined the talents and resources of the Arkansas, Oklahoma, and Texas leagues to provide enhanced and expanded products and services to credit unions, while maintaining a critical focus on advocacy, regulatory, and compliance support. On a national level, Cornerstone has increased its influence through its mission of advancing the success of credit unions. Cornerstone is committed to providing educational and networking offerings with premier speakers and critically relevant topics, assisting small credit unions, providing access to a premier league service corporation, and a nationally recognized charitable foundation. Credit union leaders are looking for the real value in league membership, and Cornerstone delivers with large, robust, and relevant organizations providing a full suite of products and services. Bring your skills and expertise to an organization that embraces a work/life balance and promotes a culture of diversity and inclusion. An unlimited vacation package, flexible work environment, education reimbursement, and full medical coverage are just some of the outstanding benefits afforded to our team members.

Questions on your next career move? Contact Marcus Cotton, Vice President of Executive Search at 832-200-8714 or email mcotton@curesources.coop.