

OCCUPATION OUTLINE

Chief Revenue Officer

In the United States

The benefits of aligning revenue-related functions has significantly increased the demand for CROs



66,867 unique job postings in last 12 months



17,555 employers competing over last 12 months



2 out of 5 positions filled over last 12 months

Unique CRO job postings increased in the last 3 years, by **388%**



Top hard skills

- Strategic Planning
- Budgeting
- Fundraising
- Accounting
- Public Administration



213,576 employees in the job family



2,744,372 companies employ Chief Revenue Officers



Top states where most work

- California - 31,476
- Florida - 22,555
- Georgia - 21,145
- Illinois - 9,637
- Tennessee - 9,402



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