YOUR E-COMMERCE
REVENUE ROCKET

Head of Revenue (United States)

Location: Fully Remote
Type: Full-time

Head of Revenue - E-Commerce Marketing Agency

■ Are you ready to join our team of caring, talented, and strategic marketers? We're on the hunt for an exceptional, AI-native Head of Revenue to own and scale our sales function — a builder's role where you'll grow a department from a lean starting point into a high-performing revenue engine.

ECD Digital Strategy is a fast-growing, ROI-driven eCommerce retention agency. We are Klaviyo Elite Partners — one of approximately 35 globally — and Shopify Plus Partners. Our clients grow, and our retention rates prove it.

We're a fully remote team actively investing in AI, automation, and smarter systems. You'll help shape how we work — not just follow how it's always been done.

What You'll Own

- Building and growing the sales department: hire a sales admin, scale the team as revenue grows, and put real structure around a function that's currently lean
- Training and enabling our account strategists (4–6 of them) to sell expansion and upsell into their own existing accounts
- End-to-end pipeline ownership: HubSpot hygiene, forecasting, deal velocity, and adoption across the team
- Scaling our Klaviyo co-sell motion: formalizing and scaling our Customer Agent demo and K:Expert audit program so they don't depend on the founder personally running them
- Building relationships with individual Klaviyo sales reps beneath the top-level partner relationship
- Growing our Shopify development and e-commerce management revenue as its own line — not a byproduct of Klaviyo deals
- Referral and inbound channel development: building out the referral engine from existing clients and partners
- Partnering with our internal marketing team on outbound strategy
- Retainer expansion and churn defense: working with our delivery team to grow existing MRR, not just close new logos
- Pricing and packaging strategy as we expand into new service lines: AI implementations, Customer Agent work, and web development

Is This You?

- You've led a sales function before — this is not your first leadership role
- You come from an agency or SaaS background with deep DTC ecosystem expertise

- You're AI-native in practice, not just in vocabulary — when you need a dashboard or tool that doesn't exist, you go build it in Claude, Lovable, or something similar
- You use AI across your entire sales process: prospecting, outreach, deal prep, follow-up, and forecasting
- You want to build a department, not manage a mature one someone else already built

This role is NOT for you if…

- This would be your first time leading a sales team
- You've never sold into the DTC/e-commerce space
- Your relationship with AI is "I've used ChatGPT a few times"
- You want an established pipeline and team handed to you on day one

What's In It For You

- Take ownership of the revenue function at one of the most respected Klaviyo Elite Partner agencies in North America
- Work directly with the founder on agency strategy, partnership development, and growth
- Sell services that actually work — our clients grow, and our retention rates prove it
- Fully remote, with travel to the events, conferences, and meetings that matter
- A team actively investing in AI, automation, and smarter systems — you'll help shape how we work

How We Operate

We operate above the line. That means:

- Accountability — See it. Own it. Solve it. Do it.
- Proactivity — Do not wait. Act now.
- Ownership — Ask "What else can I do?" — not "Is this my job?"
- Respect — For your clients, your teammates, and yourself.
- Curiosity — Stay hungry. Embrace change. Build better.

APPLY NOW