Interim Head of RevOps for a 16-week leave

CLIENT

Venture-backed cybersecurity company

Enterprise | High-Growth

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BACKLOG AT HANDOFF

16 weeks covering Sales Ops, Marketing Ops, Customer Success Ops, and Deal Desk during parental leave.

400+	4	8	16
Hours Delivered	Functions Covered	Exec Hours/Week	Weeks of Coverage

Covering parental leave

The Head of RevOps was taking 16 weeks of parental leave while pipeline targets, systems projects, and executive reporting continued.

The company needed an interim leader who could think and operate at the executive level without needing a roadmap. That meant bringing the strategic judgment to assess priorities, set direction, and lead RevOps through the leave.

Sales Ops | Marketing Ops | CS Ops | Deal Desk

THE CLIENT'S PRIORITY

Keep revenue operations running during leave.

Getting up to speed

The Head of RevOps had built the function from scratch. She held much of the knowledge about current projects, priorities, and past systems decisions.

In week one, we worked with her to document that information so we could pick up the work and keep leadership informed.

KNOWLEDGE CAPTURED

8 PAGES DOCUMENTED IN WEEK ONE

WHAT LIMITLESS DID

01

Brought executive judgment

Set priorities and made decisions through a strategic lens, connecting the team’s day-to-day work to company goals.

02

Documented the work

Worked with the outgoing leader in week one to document priorities, projects, systems decisions, and reporting requirements.

03

Continued executive reporting

Continued reports to the CEO, CFO, and board, ran meetings across departments, and contributed to leadership planning.

04

Led four operating functions

Managed Sales Ops, Marketing Ops, Customer Success Ops, and Deal Desk throughout the 16-week engagement.

05

Set direction and advanced key projects

Assessed priorities and advanced key projects, including systems decisions and process improvements across departments.

06

Handed back the role

Updated documentation and briefed the returning leader on project status in the final two weeks. No backlog remained.

THE RESULTS

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Backlog at Handoff

No backlog to clear on return

4

Revenue Functions Covered

Sales, Marketing, CS, Deal Desk

400+

Hours Delivered

Across a 16-week engagement

16

Weeks of Coverage

During parental leave

RETURNED WITH NO BACKLOG

For 16 weeks, Limitless provided executive leadership across all four revenue functions. We set priorities, made strategic decisions, and advanced key projects while keeping leadership informed.

We handed back the role with updated documentation and a clear view of project status, decisions made, and next steps.

The Head of RevOps returned to a function that had kept moving, with no backlog to clear.

ENGAGEMENT SUMMARY

Engagement Type	**Interim Leadership**
Client	**Venture-Backed Cybersecurity**
Company Profile	**Enterprise | High-Growth**
Duration	**16 Weeks**
Total Delivery Hours	**400+**
Executive Hours/Week	**8 Hours**
Functions Covered	**4 Revenue Functions**
Backlog at Handoff	**0**