

Fractional Chief Revenue Officer (CRO) Bristol

Description

2 days per week | Focus on Private Equity | High-Growth Tech | Equity Potential

We are seeking a highly commercial, entrepreneurial **Fractional Chief Revenue Officer (CRO)** to help shape and accelerate our growth. Working around **two days per week**, you will lead our strategy for selling directly into **Private Equity firms** — not simply PE-backed portfolio companies — and position us as a trusted partner across the PE ecosystem.

This role suits a senior leader who enjoys working at board level, opening doors, shaping strategy, and building repeatable revenue engines — while maintaining a flexible portfolio-style career. For the right candidate, there is an opportunity to develop into an **equity partner** in the business.

What you'll do

- Define and own the revenue strategy — with a specific focus on **Private Equity funds and deal/value-creation teams**.
- Develop a clear PE go-to-market plan: origination, diligence, value creation, and exit.
- Lead senior-level conversations with GPs, operating partners, and investment teams.
- Build and refine sales motions, messaging, and pricing tailored to PE use cases.
- Coach and develop internal commercial capability (sales, partnerships, revenue ops).
- Establish forecasting discipline, pipeline structure, and performance metrics.
- Work closely with Founders, Product, and Marketing to align strategy with market demand.
- Represent the company externally as a credible partner to the PE community.
- Scope and deliverables will be prioritised to suit a **fractional time commitment**.

Responsibilities

Hiring organization

Exec Capital

Employment Type

Part-time

Beginning of employment

1st February 2026

Duration of employment

Perm

Industry

Technology

Job Location

Bristol, Avon, United Kingdom

Working Hours

9-5

Base Salary

£ 600 - £ 800

Date posted

January 7, 2026

Valid through

31.01.2026

What you bring

- Proven track record selling complex technology, data, or services **directly into Private Equity firms.**
- Authentic background in the PE environment (inside a PE firm, advisory to PE, value-creation, or transactions) — **not just PE-backed experience.**
- Experience designing GTM strategies and building scalable revenue engines.
- Strong relationships across the PE ecosystem and comfort engaging at partner level.
- Strategic, commercially astute, and hands-on when needed.
- Comfortable operating in an entrepreneurial, growth-stage environment.
- Ability to make meaningful impact within a **2-day-per-week fractional role.**

Why this role

- Senior strategic seat with meaningful influence.
- Opportunity to build and shape the revenue function from the ground up.
- High-impact work with focused time commitment.
- **Potential pathway to equity participation.**
- Competitive fractional compensation.
- Bristol-based with flexible hybrid working.

Qualifications

PE Background

Job Benefits

Competitive Day Rate £600-£800 per day