



Chris Davis

CRO

About Chris Davis

A digital sales executive, Chris builds and leads teams across early-stage startups and established companies, helping them navigate complex markets to unlock new revenue opportunities. His approach is centered on identifying untapped potential, optimizing go-to-market strategies, and fostering collaboration across sales, marketing, and customer success teams. With experience across diverse sectors, including technology, media, and SaaS, Chris drives transformative growth with revenue increases often exceeding 40% YoY, as well as successful acquisitions (4x). With a strong track record of success, he leads companies through pivotal growth phases, from early-stage revenue generation to nine-figure exits.

How Chris has Helped Businesses Grow

Chris's expertise lies in identifying growth opportunities in competitive markets, optimizing sales and marketing operations, and executing strategies that lead to accelerated revenue. His work has consistently led to impressive outcomes such as:

- Doubling and even tripling revenue in fast-growing companies across numerous verticals.
- Spearheading market expansions and product innovations that opened new revenue streams.
- Leading several companies through successful acquisitions, with four exits to date.
- Driving efficiency in sales and marketing operations, resulting in sustainable growth at scale.

With a strong background in executive leadership, Chris has held key roles across global and high-growth organizations. His experience includes leadership positions such as Global CRO, with responsibilities spanning North America, EMEA and the Asia Pacific regions. In this capacity, he developed innovative growth strategies, led large-scale initiatives, and optimized operations to fuel revenue growth.

Executive Experience

- Global CRO, Mobkoi
- Chief Revenue Officer, TINT/Filestack (Acquired by Idera)
- Chief Revenue Officer, CHEQ
- CRO, Future plc
- Chief Revenue Officer, Flite (Acquired by Snap)
- VP, Brand Sales, TrialPay (Acquired by Visa)
- VP Sales, Viacom (MTV Digital)

Expertise

Industry Experience

- SaaS
- Technology
- AI
- Media
- Professional Services
- eCommerce

Specialties

- Sales Growth
- Go-to-Market Strategy
- AI
- International Expansion
- Growth Strategy
- Sales/Marketing Automation/MarTech

Education

- BS, Michigan State University

Contact Information

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