

# Rodney Dozier - Bio & Executive Summary

## Professional Bio

I am a **Fractional Chief Revenue Officer (FCRO)** and revenue growth strategist with a proven track record of **driving scalable revenue, optimizing cross-functional revenue operations (RevOps), and securing high-impact strategic partnerships**. With expertise spanning **B2B services, SaaS, fintech, digital health, and professional services**, I help organizations **accelerate revenue growth, streamline sales execution, and achieve sustainable market expansion**.

I have successfully **led Series A and C fundraising efforts, orchestrated M&A strategies, and scaled enterprise sales teams**, positioning businesses for long-term success. My **Growth Acceleration Playbook (GAP) framework** serves as the foundation for my revenue methodologies, enabling companies to implement **data-driven sales, marketing, and customer success alignment** to drive predictable growth.

Throughout my career, I have partnered with **venture capital firms, banks, and Fortune 1000 companies**, securing revenue-generating alliances and delivering go-to-market strategies that unlock new revenue streams. As a leader in **RevOps, pricing strategy, and sales execution**, I specialize in **transforming underperforming revenue functions into high-performing growth engines**.

## Executive Summary

- **Revenue Growth & Acceleration:** Scaled businesses through structured sales execution and RevOps strategies.
- **Go-to-Market Strategy:** Developed high-impact GTM plans optimizing pipeline efficiency and conversion rates.
- **Strategic Partnerships & Business Development:** Secured high-value alliances with VCs, financial institutions, and enterprise clients.
- **Fundraising & M&A Leadership:** Successfully led Series A & C fundraising rounds, aligning revenue strategies with investor expectations.
- **Sales Team Leadership & Enablement:** Built and coached high-performing sales teams, implementing revenue intelligence frameworks.
- **Pricing & Monetization:** Designed scalable pricing models maximizing customer lifetime value (LTV) and profitability.
- **Cross-Functional RevOps Integration:** Aligned sales, marketing, customer success, and finance to create a unified revenue engine.

I am available for **Fractional CRO engagements, revenue advisory services, RevOps consulting, and investor fundraising support**. My expertise in **revenue acceleration** makes me a valuable partner for businesses looking to **scale efficiently, improve revenue predictability, and drive sustainable profitability**.

**Let's Connect:** [rdozier@catalystsuite.co](mailto:rdozier@catalystsuite.co), [linkedin/rodneydozier](https://linkedin.com/in/rodneydozier), ph. 404-831-2385