



TARA J. KINNEY INTRODUCTION

Tara Kinney has managerially supported 76 companies in 8 distinct industries before the age of 40. She has been an owner, key executive, fractional manager or strategic advisor in building business development operations for 41 owner-operated small businesses and startups.

Tara is enthusiastic about mainstream leadership, embracing concepts she's been promoting for years such as Gig Economy and Millennial Mindset. These societal norms are driving operational change while improving business profitability and outcomes for all stakeholders.

She believes technology disrupts traditional hierarchy by uniting organizations top-to-bottom through process and data which streamlines operations, drives down costs, and improves human performance. Distributing leadership to every role within the organization meets the demands of today's customers and workforce. Every one of these concepts from Gig Economy to Millennial Mindset to self-managed organizations directly links to revenue operations from a profitable growth perspective.

As the co-founder and majority owner of Atomic Revenue, she is honored to be on a team of diverse professionals who diagnose, resolve, and optimize profitability for businesses. From lead generation to sales conversion and customer loyalty, the Atomic Revenue team aligns all the parts of a business required for growth. Revenue Operations as a management discipline truly innovates the way businesses grow in a customer-driven sales process.

Alongside being the CEO of Atomic Revenue, constant innovator of progress, mom of two energetic young girls, writer and speaker, she makes it her goal to get up, show up, and kick ass every day because she loves finding the path for "All Ships to Rise Together".

Please join me in welcoming...Tara Kinney.

tarajkinney.com