



OUR EXECUTIVE TEAM

About Channing Ferrer.

Chief Revenue Officer, Built In

Ferrer is a highly successful go-to-market leader with extensive experience developing and growing international teams and implementing systems across global SaaS companies.

Prior to joining Built In, he served as the VP of Global Sales Strategy, Operations and Sales Acceleration for more than 5 years at HubSpot, where he ran a global organization of operations and sales professionals.

In addition, he has extensive sales leadership and sales operations experience across several technology companies, including Acquia, C2FO and S&P Capital IQ. His leadership played a critical role in helping S&P Capital IQ scale to \$1 billion in revenue.

Ferrer holds a BS in Business Management from Villanova University. He lives with his wife and two children in Wayland, MA.