



# Karen Stephens

## Chief Revenue Officer

Karen has held leadership positions in hospitality tech and distribution companies for more than 20 years. Karen joined Revinate in 2013, as Senior Director of Sales, closing some of the company's largest deals to date. From there Karen made her way through both the sales and CS organizations in various roles. As Chief Revenue Officer, Karen is responsible for strategy, performance, and alignment of revenue operations in the company — spanning the entire Customer Journey across Sales, Marketing, and Customer Success.

Karen has lived and worked abroad in both the UK and France. She calls San Francisco home and enjoys spending her free time in Lake Tahoe with her rescue dog, Shaggy.