



CEO of House of Revenue®, Fractional CRO of Spotz, 3x Founder,
Entrepreneur, Investor, Wife, Mom



Mary Grothe is the founder and CEO of House of Revenue® and Fractional CRO of Spotz. She is a faith-based leader, entrepreneur, global keynote speaker and the host of two podcasts: 'Revenue Radio' and 'Destination Remarkable'.

Mary began her sales career at a Fortune 1000 company where she quickly advanced from an admin role to being the number one sales representative. By following her natural instincts to always put the customers first and listen to their needs, she was able to drive success for her clients and herself and brought in millions of dollars in revenue.

Driven to help others achieve success, Mary founded her first company at the age of 28 and became a business strategist for startups. Over a three-year period, she was instrumental in helping 36 startups reach profitability. Her passion for scaling companies grew and she founded Sales BQ® to expand her reach from startups to companies with \$1 million to \$3 million in annual recurring revenue.

Mary recognized that focusing on the sales process alone was no longer enough to successfully scale a company, so she evolved Sales BQ® to House of Revenue® and developed a holistic revenue strategy that integrates sales, marketing, branding, customer success and revenue operations. House of Revenue® builds unshakeable revenue foundations set for scale by focusing on all aspects of the revenue engine, essentially creating a Chief Revenue Officer service. In the past year, Mary has helped multiple second-stage growth companies, between \$1 million and \$10 million in annual recurring revenue, double their monthly recurring revenue within 10 months.

As a faith-based leader, Mary inspires and empowers others to commit themselves to "do remarkable work", to structure their lives so that they can truly honor their values, and to ask the questions, "What is most important in my life? Do I want to be successful, or do I want to be significant?" She is a global keynote speaker on entrepreneurship and faith-based leadership, and is working on two upcoming books to be published under Forbes.

For more information or to book Mary Grothe for your next speaker event, contact her: mary@houseofrevenue.com.