

# CSO COMPARISON

On Demand vs. In House



## SPEED

**2  
Weeks**

A search for a Chief Sales Officer typically takes 4-5 months with another several weeks expected to get the new in house CSO to full capacity. TechCXO part-time and interim CSOs hit the ground running.

**4-6  
Months**

**No  
Contract**

## COMPENSATION & RETENTION

A typical In House CSO's compensation, benefits and commission would exceed \$200k and include significant equity for a startup vs. project-based/interim CSO. Still, CSO tenures are less than 24 months.

**Contract**

**Loaded  
Salary**

**No  
Equity**

**Equity**

## REVENUE GAPS

**NONE**

You may face a 1-2 quarter gap in finding your next CSO. Internal successors are rare. TechCXO On Demand CSOs are ready now to stabilize revenue, identify revenue supply chain issues, implement changes, help recruit new leaders and help with ramp up.

**1-2  
Quarters**