5 Signals You're Ready for CS Leadership in 2026

1 — Your Impact Ripples

Core Idea: You consistently **elevate others, expand influence, and create lasting organizational impact.**

- You've influenced outcomes beyond your team.
- Your success drives organizational wins.
- People reference your work as a standard others should adopt.

2 — You Have Cross-Functional Influence

Core Idea: You're a bridge-builder and a trusted partner across departments.

- Other functions seek your insight before taking an action.
- You translate customer priorities into business decisions.
- You remove roadblocks between teams and bypass undefined Roles & Responsibilities.

3 — You Lead with Data

Core Idea: You make decisions, tell stories, and drive action with data — not just intuition.

- You define what success means and track it weekly.
- You use metrics to justify investments and process changes.
- Your communication includes clear, measurable indicators.

4 — You Grow People

Core Idea: You help others to **build new capabilities and grow professionally.**

- You mentor peers and junior team members.
- You have an impact on development plans and career progress.
- Your team exceeds expectations because of your contribution.

5 — You Have Revenue Accountability

Core Idea: You understand, influence, and help deliver **revenue outcomes.**

- You tie your work directly to revenue growth or retention.
- You partner with sales/finance to align goals and forecasts.
- You make decisions that balance customer value with business impact.

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