

Openforce Appoints Bill Chval as Chief Revenue Officer

Veteran sales executive brings 30 years of experience leading sales at B2B software and Insurtech businesses

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[/Einpresswire.com/](https://www.einpresswire.com/) -- [Openforce](https://www.openforce.com/), the leading software platform for managing commercial relationships between contracting companies and their 1099 independent contractor ("IC") workforces, today announced the appointment of Bill Chval as Chief Revenue Officer. Chval will lead all revenue-generating initiatives with a

focus on growing Openforce's compliance and contractor management software, transaction processing, and insurance services businesses as well as driving the roll-out of Openforce's new Insurtech products which focus on helping carriers, agents, and brokers manage their 1099 insureds. Chval will partner with the sales team to align and integrate customer acquisition and

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Steve Kaplan, chairman of the board at Openforce



Bill Chval, Chief Revenue Officer at Openforce

expansion strategies across various verticals including courier, last mile, trucking, healthcare, insurance, and the burgeoning gig economy sector.

Chval has extensive sales leadership experience at technology businesses that are digitizing solutions across insurance, claims adjudication, compliance, and payments, key components of managing a 1099 workforce. He most recently served as General Manager of Metromile Enterprise, where he focused on revenue growth, sales strategy development, planning, and execution. He has also held executive and sales leadership roles at several other innovative technology companies, including

Snapshot, ClaimForce, and SCA Appraisal Company.

"We are thrilled to have Bill join our team to continue propelling our growth and reinforcing our standing as the frontrunner in technology-powered services, supporting contracting companies, independent contractors, and insurance carriers and their distribution systems," stated Wendy Greenland, CEO of Openforce. "Bill's profound expertise in driving client acquisition, sales leadership, and formulating marketing strategies, together with his zeal for fostering innovation and strengthening company culture, positions him as an invaluable asset. We anticipate Bill playing a pivotal role in working with our insurance channel partners and expanding the reach of our new Insurtech products."

"I am thrilled to be joining Openforce and playing a key role in steering this trailblazing company through its next growth phase," said Mr. Chval. "The IC work landscape has evolved significantly, and Openforce has adeptly responded by providing their clients and independent contractors with the essential technology tools to adapt, scale, and flourish. I am eager to apply my software background to enhance the demand for Openforce's innovative platform and explore significant expansion opportunities across multiple end markets."

"Bill brings an impressive combination of B2B SaaS and insurance technology experience, enabling him to adeptly understand the complex challenges our clients face and leverage Openforce's unique platform to solve their key pain points," said Steven Kaplan, Chairman of the Board at Openforce and a General Partner at [Riverside Partners](#). "Bill's sales leadership will be invaluable for accelerating our growth across existing and new clients."

About Openforce

Openforce® is the leading software technology platform to reduce operating costs and mitigate compliance risk for companies using independent contractors. Openforce frees contracting companies from the burden of onboarding, contracting, and settlement processing while helping independent contractors build their business. Our cloud-based applications help businesses achieve more sustainable, profitable growth by removing financial, operational, and compliance barriers to getting business done. Openforce is a portfolio company of Boston-based private equity firm Riverside Partners. Learn more at www.oforce.com.

To learn more about Bill and the leadership team, visit www.oforce.com/company/leadership.

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