



Job Role: Sales Operations Manager

Please submit resumes to resumes@redpointglobal.com.

Responsibilities:

- Coordinates sales forecasting, planning, pipeline management, and budgeting processes used within the sales organization. Proactively monitors and strives to maintain high levels of quality, accuracy, and process consistency in the sales organization's planning efforts. As needed, coordinates planning activities with other functions and stakeholders within the firm.
- Proactively identifies opportunities for sales process improvement. Works closely with sales management to inspect sales process quality and prioritize opportunities for improvement. Assists sales management in understanding process bottlenecks and inconsistencies.
- Builds and maintains the TAM (Total Addressable Market) and ensure this is aligned with current sales strategy. Supports the equitable assignment of sales force territories and works to ensure all sales organization objectives are assigned and completed in a timely fashion.
- Manages existing tech stack for Field Sales and Business Development teams.
- Monitors the accuracy and efficient distribution of sales reports and other intelligence essentials to the sales organization. Recommends revisions to existing reports or assists in the development of new reporting tools as needed.
- Implements enabling technologies, including CRM, to field sales teams. Monitors the assigned sales organization's compliance with required standards for maintaining CRM data.
- Coordinates training delivery to sales, sales management, and sales support personnel in the sales organization supported.
- Coordinates with Marketing to ensure effective use of funds for trade show investments
- Administers Sales compensation for Sales, Pre-Sales, and Business Development teams. Provide input to senior leadership in the development and administration of sales incentive compensation programs.
- Works with cross-functional departments (Marketing, Accounting, Finance, Legal, etc.) to ensure efficient go-to-market operations.
- Provides Finance with any necessary reports for the sales forecast and other reporting needs.
- Calculates sales commissions using individual compensation plans and reports to Finance for payroll.
- Documents sales policies and procedures.
- Directs and supports the consistent implementation of company initiatives.
- Builds peer support and strong internal-company relationships with other key management personnel.
- Train, coach, and develop direct reports.

Qualifications:

- Prior experience at a Software or SaaS based company. Others need not apply.
- BA/BS in Business, related discipline, or equivalent in training and experience
- 5-10 years work experience in Finance, Sales Operations, Product Management, or other appropriate background.
- Outstanding collaboration skills, with proven ability to work with multiple stakeholders across business lines to accomplish shared goals and manage expectations
- Excellent technical skills required including experience with database collection and structure
- Strong project management & financial modeling skills
- Strong written and verbal skills as well as interpersonal skills; ability to communicate about technical matters in layman's terms as well as clearly articulate thoughts, vision and direction
- Excellent work ethic and successful record of on-time project delivery
- Ability to deliver a high degree of customer satisfaction to clients
- Self-starter capable of balancing priorities in a fast-paced environment
- Exceptional judgment & solution-oriented problem-solving skills
- Highly motivated and driven personality, passion to make a difference – can-do attitude!