

Sales Operations Manager Cover Letter

43179 Felton Station Zboncakshire, VA 04381

Dear Story Bartell,

I would like to submit my application for the sales operations manager opening. Please accept this letter and the attached resume.

Previously, I was responsible for direct user support on Salesforce.com (SFDC) (and other critical tools and applications) that enable the sales teams.

I reviewed the requirements of the job opening and I believe my candidacy is an excellent fit for this position. Some of the key requirements that I have extensive experience with include:

- Primary point of contact for RADAR production visual & dashboard reporting for the Bone Health & Cardiology Business Unit
- Proactive engagement with field sales team which includes developing new visuals & dashboards, enhancing existing visuals & dashboards, and training
- Project Management – Leading cross functional teams for the purpose of improving visualizations and reporting processes based on changing business trends
- Facilitate and participate in Sales Ops Advisory Panels for the purpose of understanding the business needs of the BCBU
- Develop and implement reporting QC standards and processes to ensure report accuracy
- Work closely with Incentive Compensation, Analytics, and Size and Structure teammates to ensure accurate implementation of business rules and enhancements in all RADAR reporting deliverables
- Partner with field training team to create training materials and deliver RADAR training to new hires
- Ensure adherence to compliance/legal regulations

I really appreciate you taking the time to review my application for the position of sales operations manager.

Rory Shanahan