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# Example of Advisor, Sales Operations Job Description

Our growing company is hiring for an advisor, sales operations. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for advisor, sales operations

* Supports the business in the design and implementation of new end to end processes or tools to maximize business productivity
* Partners with IT, Global Program Managers and regional teams to support the deployment and stabilization of new APOS tool deployments
* Partners with IT on sustaining and support efforts
* Participates in new tool test execution and helps to ensure that the APJ business is adequately represented in test phases
* Drives the development and execution of project plans by working with project teams to define sequence and help estimate duration of activities to determine scheduled to meet objectives
* Engages teams cross-functionally outside of SDS to ensure objectives can be met
* Drives and supports standardization, local and global, of APJ APOS Business Processes through partnership with regional business teams and global operations advisors
* Works to achieve the strategic and end-to-end operational objectives for One Identity's North America Sales team
* Collaborates with Global Field Opeations team to model coverage and set quotas
* Manages submission of manual credits for One Identity sales team commissions

## Qualifications for advisor, sales operations

* Streamline the approvals process and ensure all stakeholders understand their parts to play
* Training and educate the sales teams on tool usage and order form creation
* Ability to work with all levels within the company and understanding of region/country complexities and time zone challenges inherent in EMEA
* Handle internal deal issue resolution and contract negotiations on behalf of the sales teams
* Minimum of 3-5 years’ experience in a Finance, Deal Management, or Sales Operations role
* Advanced Knowledge using Salesforce Customer Relationship Management, including opportunities, leads, accounts, and cases