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# Example of Global Sales Operations Job Description

Our innovative and growing company is hiring for a global sales operations. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for global sales operations

* In conjunction with product marketing, define a process and develop the material and tools to continuously provide BD teams with current benefit, feature and competitive based information required to effectively sell our platform and services vs
* Drive best practice standards of performance, techniques and tools that drive BD activities and results and track and report on these activities on a periodic basis
* Partner with regional BD leaders on business planning and strategy and support regular updates to quotas, headcount, and Business Development plans
* Regionally review the weekly forecast and metric reports and provide analysis and recommendations for BD leadership
* Partner with Enterprise Applications to manage change process and adoption of new tools and processes
* Monitor the accuracy and efficient distribution of reports and other intelligence essential to the BD organization and Executive leadership
* Working in conjunction with Enterprise Applications, develop and define processes to optimize efficiency utilizing tools and technology
* Manage BD PM who will interface with the Enterprise applications team to define requirements and business rules and act as the single point of contact for all BD related system and technology requests
* Develop strategic roadmap to support new partner / channel programs from a sales and partner operations perspective
* Provide basic end-user support for Salesforce.com

## Qualifications for global sales operations

* Minimum 2-4 years related experience in Sales Operations focused on software renewal sales and/or compliance
* Problem solver with excellent attention to detail
* Experience developing and managing sales commission plans for both direct and channel/alliance sales, multiple currencies
* Bachelors (Master’s degree preferred) in Business Administration or relevant field of study
* 10+ years in a leadership role overseeing sales, sales operations, or field operations professionals and functions
* Demonstrated business knowledge and highly relevant and recent experience in the sales or services operations functions at the executive level