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# Example of Ops Program Mgr Job Description

Our growing company is looking for an ops program mgr. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for ops program mgr

* Land, complete, and ensure quality of annuity management and FastStart locally
* Drive and land execution and operational excellence for Quota Distribution, Quota Maintenance, Revenue Disputes, Quota Audit, Territory Planning, Quota Tools
* Assist SELs to accelerate GST landing and support locally
* Train salespeople on sales tools and process, Opportunity Management, forecast guidance, rhythm, expectations
* Deliver detailed insight and data analysis packs, from Modern ROB tool to SEL for key Corp/Local ROB activities
* Leverage standard reports to improve local execution and sales discipline
* Drive adoption and usage of MSX insights as the standardized sales leader field reporting tool
* Deliver insights through analytics to improve key pipeline metrics such as close rates, pipeline velocity
* Support and provide insight into opportunity management and sales execution
* Identify Pipeline and Annuity opportunities and drive engagement

## Qualifications for ops program mgr

* Bachelor’s degree in Engineering or a Technical discipline
* Proficiency with continuous process improvement methodologies and tool
* Excellent written and verbal communication skills with others who possess technical and non-technical backgrounds, members from various levels within an organization
* 5 years of experience leading projects driving transition of R&D prototypes to volume manufacturing
* Knowledge of Foundry and Contract Manufacturer (CM) assembly/equipment capabilities (particularly in Asia)
* Familiarity with photonics, semiconductor laser diodes, VCSELs, LEDs or ICs