



Example of Director, Sales Operations Job Description

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Our company is hiring for a director, sales operations. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for director, sales operations

- Responsible for all sales reporting and pipeline management for AVP of Marketing and Sales Ops
- Partner with product to ensure value proposition is developed and communicated correctly and then worked into the sales presentations
- Key deliverables and responsibilities will include leadership to the team and across the department, operational strategy and the management of department metrics, and operational processes
- Proactively monitors and identifies opportunities for process improvement
- Areas of responsibility
- As lead for the Xfinity Home Business Unit, define the strategy for the divisional inbound sales channel to meet the goal for budgeted connects for Xfinity Home Security
- Manage and be accountable for the inbound sales centers in the Northeast, Central and West Divisions to deliver the mutually agreed XH connect goals
- Identify opportunities to enhance sales performance in the inbound sales centers and facilitate the creation and provision of process documents, sales aids, training material and other business updates that support sales performance
- Ensure that suitable sales incentive programs are in place to promote the desired sales performance in the centers
- Track the performance of the centers weekly, monthly and quarterly, summarize results for Xfinity Home leadership and divisional partners

- Understands and supports executive decision support function
- Provides relevant insights for cadence driven processes enabling business focus, sales execution, and transparency
- Bachelor's Degree required, Master's Degree preferable
- Demonstrated understanding of key sales performance metrics and processes (pipeline, forecasting, demand generation)
- Ability to work in a dynamic, fast-paced environment, with the ability to manage multiple projects simultaneously
- Identify opportunities for performance enhancement, communicate strategies for improvement to divisional partners, obtain their buy-in and develop programs to drive performance enhancement