



Example of Operations Sales Manager Job Description

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

Responsibilities for operations sales manager

- Works closely with VP Sales to inspect sales process quality and prioritize opportunities for sales process improvement
- Monitors the accuracy and efficient distribution of sales reports and other essential intelligence
- Coordinates planning activities with other functions and stakeholders within the business to lead and/or contribute to strategic projects and key initiatives defined by the Sales Leadership Team
- Apply statistical analysis to identify the top new business prospects and candidates for various types of upsell and cross-sell initiatives
- Identify opportunities to work cross-functionally with the organization to leverage the territory insights to drive marketing investments and financial analysis
- Recommends changes to senior management in matters concerning staffing
- Manages Sales Support Staff, which may include Business Systems Analysts, Pricing Analysts, Sales Associates, and administrative staff
- Provides coaching and direction on performance issues at all levels of the sales vertical/sales division
- Provides and maintains information regarding renewals and Total Software Revenue at the division, vertical and AE level
- Provides leadership and direction of projects and initiatives

Qualifications for operations sales manager

- Intermediate/advanced knowledge of SQL
- Leadership Profile Required
- A strong client service orientation, including the ability to identify and deliver analyses to support the needs of our internal clients
- Dun & Bradstreet data and family tree experience is a plus