



# Example of Operations Sales Manager Job Description

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Our company is growing rapidly and is hiring for an operations sales manager. 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 operations sales manager

- Manages the execution of operational processes across a complete sales cycle to meet service level objectives and targets
- Analyse sales team results and performance to goals
- You will provide divisional management planning and support in the areas of strategy development, the annual AOP, quarterly business reviews, and ad-hoc business inquiries
- Drive the rollout and adoption of the company's programs, processes, and procedures in support of the selling process, inclusive of sales blitz and SPIFFs
- You will generate incremental sales potential by leading the creation of division-centric sales programs, competitive blitz, and installed base analysis
- You will be able to view the statistical data and bring value in showing trends across divisions and geographies!
- You will be part of identifying new directions, areas of focus and challenges!
- You will provide analytical trends of where the company is moving, and comparative analysis of how the company is performing across domains!
- Lead contact for Core Wine sales reporting and analysis across all available internal and external data systems
- Work with Sales Finance to assist in developing and implementing a formal process for post program analysis, including NPD launches

- Lead NPD forecasting process for West Core Wine division
- Support weekly forecast process utilizing IQ and distributor resources to ensure sales team is on plan - provide recommendations and action plan on closing gaps
- Assist in the annual planning process and monitoring of all programs that require Sales Ops support
- Leads the activity of reviewing the desired behaviors of the sales force and determining how to organizing the desired behaviors into a documented sales process
- Direct sales process support and analysis initiatives to improve operational efficiencies and support revenue generation
- Support the VP of Sales with projects including data mining, data analysis, financial modeling, reporting and developing presentation materials