



Example of Sales Operations Lead Job Description

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Our company is searching for experienced candidates for the position of sales operations lead. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for sales operations lead

- You will support the Head of Maintenance Sales in the development and assignment of the Sales team and individual booking goals
- You will generate incremental sales potential by leading the creation of sales programs, competitive blitz, and installed base analysis
- You will be responsible for viewing the statistical data and bring value in showing trends across divisions, geographies, and so on
- You will also be responsible for providing analytical trends of where the company is moving, and comparative analysis of how the company is performing across domains
- You will create cross-the-board definitions to ensure consistency and common understanding
- Serve as internal client facing subject matter expert on covered product(s) related business and operational processes
- Lead cross-functional strategic and tactical initiatives or special projects to solve client focused issues
- Establish product adoption targets and prioritization by client/market segments and develop, track and manage product sales pipeline process
- Coordinate and manage product rollout planning and execution in North America as needed
- Support and facilitate timely client contract and pricing negotiations and execution as needed

Qualifications for sales operations lead

- Strong background of working across numerous organizations, in a multinational and multi-cultural environment
- Experience in medical device or other healthcare industry is a significant plus
- Ability to travel internationally (min 20% of time)
- Proven experience using systems/tools utilized for CRM, variable compensation, revenue reporting, forecasting, Salesforce automation
- Working with the Program Manager to define and scope execution plan for non-integrated datacentres for Regional Sales Operation team