

Sales Operations Administrator

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Company: BlueVoyant

Location: United Kingdom

Category: other-general

Sales Operations Administrator Location: Remote in United Kingdom or Germany The Position:

Your role as a Sales Operations Administrator will be to support, enable and optimize the sales process for the Sales Organization through planning, measurement, technology and process and to act as a central operational catalyst to maximize company revenue. To be successful in this role, you should have previous experience in a teaming environment and meeting aggressive project targets. You will use your communication skills to cultivate and maintain strong relationships with internal contacts across every part of the organization.

This position requires an intuitive and competent person that is able to recognize and leverage the strengths of fellow employees to maximize results. Responsibilities :

Administrate lead assignment and record assignment in Salesforce.com Work with the Marketing Team to define campaign goals and report on results Coordinate the release of products to the greater Sales, Delivery and Billing teams Coordinate Sales training Oversee process flow from order closure to delivery and billing Assist with the creation of company price lists Create forecast and data analytics via reports and dashboards in Salesforce.com Deal review for adherence to company policy and standards Assist with RFPs, quotations and contracts Assisting with territory definitions and logical separations amongst teams Sales and Partner performance management and trends Administration of various assigned projects that are vital to the success of Sales. Requirements Multitasking: The diverse nature of Sales Operations' responsibilities means that you should have a wide variety of skills that can be employed simultaneously. Communication: Since the success of Sales Operations relies on a large number of people, it requires communication that takes place clearly and

often. Analytical Analysis: Because Sales Operations must analyze large sets of data, you must have analytical analysis skills. Dedication: Jobs in sales operations are often time-consuming, meaning that you must be dedicated to getting the job done. Trend Analysis: High performing sales teams require Sales Operations that recognize trends and foreshadow trends in the future. Project Management: You must be able to define, plan and work with others to execute solutions to a wide range of business problems. Negotiation: Employees in Sales Operations should be able to negotiate with partners, customers and other companies to maximize business outcomes. Qualifications: 3+ years of work experience with a Cyber Security Firm in Sales Operations Knowledge of the networking, security and software sales market A passion for winning, a strong aptitude for business strategy A highly motivated, competitive, entrepreneurial attitude Experience with Salesforce.com or similar CRM Strong experience with MS Office applications Strong written, verbal and interpersonal skills Ability to deliver engaging and professional presentations About BlueVoyant At BlueVoyant, we recognize that effective cyber security requires active prevention and defense across both your organization and supply chain. Our proprietary data, analytics, and technology, coupled with deep expertise, works as a force multiplier to secure your full ecosystem. Accuracy! Actionability! Timeliness! Scalability! Led by CEO, Jim Rosenthal, BlueVoyant's highly skilled team includes former government cyber officials with extensive frontline experience in responding to advanced cyber threats on behalf of the National Security Agency, Federal Bureau of Investigation, Unit 8200, and GCHQ, together with private sector experts. BlueVoyant services utilize large real-time datasets with industry leading analytics and technologies. Founded in 2017 by Fortune 500 executives, including Executive Chairman, Tom Glocer, and former Government cyber officials, BlueVoyant is headquartered in New York City and has offices in Maryland, Tel Aviv, San Francisco, London, Budapest, and Latin America. All employees must be authorized to work in the United Kingdom or Germany. BlueVoyant provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, BlueVoyant complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities. BlueVoyant Candidate Privacy Notice To understand how we secure and manage your personal data upon submitting a job application, please see our Candidate Privacy Notice, which can be found here - Candidate Privacy Notice Powered by JazzHR

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