

## Sales Operations Manager

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Company: R.T.Lane Recruitment

Location: Northern Ireland

Category: other-general

Amazing opportunity to be based in Cork, Enniskillen or Troon in Scotland. Sales Operations and Data Analysis Manager Role: Reporting to the Head of Group Sales, this is an exciting opportunity for the successful candidate to join a dynamic sales team and have ownership of the operations of the sales process and sales analysis in the delivery of the sales strategy. As a critical member of the sales management team, this person will act as a support role to the Head of Group Sales. The role is a critical point of contact between Sales and Operations ensuring plans are aligned to deliver high-quality customer service. The successful candidate will lead and own the centralised operation of our ERP system including maintaining group-wide pricing and CRM adoption across the entire sales team. They will be required to frequently travel in the UK and Ireland to support sales process implementation. Key responsibilities include; Manage the interfaces between sales and operations across all sites to ensure that production and sales plans are aligned. Work closely with key Production and Log Procurement teams to ensure production schedules maximise sales, yield and profits. Produce and develop group weekly, monthly and quarterly sales performance reports. Demonstrate strong analytical skills in the interpretation of sales process data. Manage and optimise the group-wide sales process to enable data-driven performance. Focus on removing bottlenecks and driving automation and process improvements. Create a sales operations plan aligning our services with the customer's journey. Ensure all invoicing, pricing, and customer terms are maintained and optimised. Own the ERP/CRM sales administration and set up, ensure the sales team maintain customer data. Consistently try to simplify workflows and communication via our

ERP/CRM. Develop the required sales technology stack that includes sales tools and workflows to enable the delivery of the Group sales strategy. Ensure the sales process evolves to meet the needs of the business as it grows. Candidate Profile As a senior member of the sales team, this position would suit a strongly analytical individual with an ability to critically look at performance data and draw constructive conclusions about process improvements and efficiencies to improve the sales team performance. A business degree or relevant equivalent qualification is required, with a minimum of 3 years' experience in business analytics or managing ERP/CRM systems. An in-depth knowledge and experience of ERP and/or CRM systems is essential and experience of sales in the B2B sector would be an advantage. This position may suit a finance / qualified/part qualified accountant with strong analytical skills. Skills: ERP Sales Operations Data Analysis sales strategy sales performance reports B2B Commercial awareness

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