

# United Kingdom Jobs Expertini®

## Sales Operations Specialist

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Company: Student Beans

Location: United Kingdom

Category: computer-and-mathematical

As a result of our incredible success and growth, we are looking for a Sales Operations Specialist join us.

### **Responsibilities include:**

Translate our ambitious growth plan into reality by owning our forecasting cadence and empowering our revenue leaders to maximise coverage and efficiency throughout the funnel.

Own funnel hygiene throughout our sales motions, empowering reps to drive revenue through the pipeline and ensuring accountability to qualification and deal management frameworks.

Own our territory management and account planning to ensure our reps are working the right accounts with the right messaging at the right time.

Identify areas for improvement in our sales processes, and own end-to-end cross-functional projects to ensure our GTM motion is as efficient as possible.

Work with our commercial teams across our GTM tech stack to ensure they are extracting maximum value from our tools (Salesforce, Salesforce CPQ, Groove, ZoomInfo, Gong & SimilarWeb).

### **Requirements**

#### **A little bit about you...**

We'd really like to hear from you, if you have...

Demonstrated experience in sales operations, preferably in a SaaS or media business.

Experience with forecasting, territory management, deal desk and compensation planning are all highly desirable.

Proficiency in data analysis and interpretation to derive actionable insights, leveraging tools like Salesforce, Excel, or other analytics software to drive decision-making.

Strong understanding of forecasting methodologies, territory management, and account planning to optimise sales coverage and drive efficiency through the sales funnel.

Familiarity with CRM tools like Salesforce, CPQ (Configure, Price, Quote), sales engagement platforms like Groove, data tools like ZoomInfo, conversation intelligence tools like Gong, and similar platforms.

## **Benefits**

Life at Student Beans

Let's take a look at just a few things that make Student Beans an amazing place to work...

Competitive salary.

Unlimited holiday. We strongly believe in a healthy work life balance, so we don't cap the number of paid time off days you take. By doing this, we hope to help promote a sustainable way to work while maintaining your health and wellbeing.

Accredited 'Great Place To Work' company in three categories

Remote first working environment, meaning you're not obligated to come into the office, you can choose the environment you think you excel best in.

Flexi-time, including Flexi Friday which gives you the opportunity to finish at

Focus on welfare, including gym memberships, wellness challenges, mental health first aider and health cash plan.

Incredible partnership discounts for the biggest brands in the world. Google, Apple, Ted Baker, GymShark, Domino's and Uber to name a few!

Commitment to personal development and career growth. Think learning budgets, coaching

workshops and progression plans.

£200 work from home set up allowance to put towards your home office.

Want to know more?

Check out our career site for everything you need to know about starting a career with Student Beans...

Due to the high volume of applicants we can only respond to shortlisted applicants. By submitting your application, you agree that Student Beans may collect your personal data for recruiting, global organisation planning, and related purposes. Our Applicant Privacy Notice explains what personal information and where we may process, our purposes for processing, and the rights you can exercise over Student Beans' use of your personal information.

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#JS-Remote

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