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Vi Hiring in Jobs – Job Card – Sales Operations Manager In Vi

Hiring organization

Vi

Job Location

India

Remote work from: IND

Date posted

February 2, 2024

Valid through

31.08.2024

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Base Salary

USD 13 - USD 28

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Qualifications

10th/12th Passed

Employment Type

Full-time

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Description

Vi Hiring in Jobs

As the Sales Operations Manager, you will play a pivotal role in driving operational excellence across our sales organization. You will be responsible for designing, implementing, and managing processes that streamline workflows, improve data accuracy, and provide valuable insights to sales teams. You will also partner closely with various stakeholders across the organization to ensure alignment and optimize sales performance.

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Vi Careers

Responsibilities:

- Develop and implement sales processes, tools, and technologies to enhance efficiency and effectiveness.
- Manage and analyze sales data to identify trends, track performance, and generate actionable insights for sales teams.
- Create and maintain sales forecasting models and reports to support strategic decision-making.
- Partner with sales leadership to define sales goals, metrics, and KPIs.
- Develop and deliver training programs for sales representatives on new processes and tools.
- Stay abreast of industry trends and best practices in sales operations.
- Identify and implement opportunities for automation and process improvement.

- Collaborate with cross-functional teams (e.g., marketing, finance) to ensure alignment and support sales

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Skills & Qualifications:

- Minimum 3-5 years of experience in a sales operations role.
- Proven track record of success in developing and implementing sales processes.
- Strong analytical and problem-solving skills.
- Excellent communication and interpersonal skills.
- Proficiency in Microsoft Office Suite and CRM software.
- Experience with data analysis tools (e.g., Tableau, Power BI) a plus.
- Ability to work independently and as part of a team.

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