



Join our growing team as a Sales Operations Analyst

Enjoy working on varied projects with Sales and Marketing teams? Like the camaraderie of working with a fun talented team? Is the idea of working in a start-up environment to build out its infrastructure sound appealing?

The Sales Operations Analyst plays an integral role in the success of the sales and marketing activities, reviewing contracts, lead data, forecasting, sales revenue analysis and reporting needs.

KEY RESPONSIBILITIES:

- ★ Monitor, track, provide reporting, develop metrics and identify key performance drivers and trends including the analysis of bookings, orders, customers, pipeline, and quotas to help drive business decisions.
- ★ Proactively identify automation opportunities and recommend process improvements.
- ★ Analysis of bookings, orders, customers, pipeline, and quotas to help drive business decisions and identify areas of growth and opportunities for improvement.
- ★ Ensure accuracy of lead flow, account assignments and dashboards.
- ★ Develop and deliver key reporting and analytical support for the sales organization, particularly focused on territory expansions and customer buying patterns, industry segmentation and sales compensation.
- ★ Assist with the development of customer and prospect presentations; prepare support materials for sales calls and presentations.

QUALIFICATIONS:

- ★ Motivated self-starter, capable of follow-through on commitments. Demonstrated ability to effectively communicate and collaborate across the organization.
- ★ Superior organizational and time-management skills with the ability to multitask with shifting priorities.
- ★ Ability to analyze data and clearly communicate data trends, adjust communication style and provide examples for comprehension and relatability for various levels of employees.
- ★ Excellent written and verbal communication skills.
- ★ Strong analytical skills through proficient use of all MS office tools with use of Excel and PowerPoint. Experience with Adobe Photoshop and Acrobat a plus.

EDUCATION AND EXPERIENCE:

- ★ Bachelor degree or commensurate related work experience.
- ★ Minimum of 5 years related work experience within Sales teams.
- ★ Minimum 5 years' experience data manipulation and related report creation.
- ★ Minimum of 3 years working with Salesforce.com with experience analyzing the data to provide to provide insight on various sales metrics and drivers.
- ★ Prior experience in a SaaS related business environment helpful.

COMPENSATION AND BENEFITS: Lexipol offers a fun work environment, competitive salary and annual bonus, comprehensive benefits including 401(k) with Company match.

For consideration, please email your resume, cover letter with salary expectations to hr@lexipol.com. Subject Line: Sales Ops Analyst

Lexipol is an Equal Opportunity Employer. Visit us at www.lexipol.com
No third parties.