



## Sales Operations Analyst

### Scope of Position

The sales operations analyst is responsible for managing a set of business activities and processes, including managing sales data and analytics and evaluating the general health of the sales process. The position entails developing, analyzing and evaluating operational performance metrics and resources, as well as plotting metrics against the Company's operational plans and Tactical/strategic goals to ensure alignment and focus.

### Essential Duties

- Develop reports and analytics on the fly, as requirements surface
- Report and analyze revenues and revenue-related metrics to assist management in making sound decisions
- Analyze data and provide important visualization and dashboards that clearly communicates complex data in a simple form to non-technical audience
- Work together with sales team and leadership to implement sales plans
- Assist Sales with Deals Desk input
- Provide assistance to Sales on Salesforce to improve accuracy of data
- Responsible for completing quarterly reports.

### REQUIREMENTS

- Bachelor's Degree in Business Administration, Finance, Economics, or Computer Science, or in a related field. 5-7 years' work experience preferred but not mandatory
- Experience with sales data analysis, and sales analytics; KPI's reporting and operations management. Experience gathering business requirements, documenting and developing scorecards and dashboards to surface meaningful KPIs and actionable intelligence.
- Experience with Salesforce or other CRM system and using API's
- **Computer skills: Advanced Excel knowledge working with large data sets (utilize formulas, pivot tables and excel macros a big plus).**
- **Proficient in using SQL and frontend reporting tools like Tableau or PowerBI**
- Working knowledge of MS PPT
- Communicate effectively both in group settings and on one-one basis; and also have excellent written skills for writing reports
- Highly organized and detail oriented, possessing multi-tasking skills and efficiency in managing uncertain situations
- Experience with statistical tools like R or SAS would be a plus
- Ability to develop new ideas and creative solutions, as well as demonstrate skill and passion for problem solving and operational excellence
- Motivated self-starter who can focus on achieving a set goal with limited supervision.



**Other details:**

- Full Time

**Location:**

- India, work remotely.

**Apply:**

- Please forward an updated resumé detailing how you meet the criteria for this role to:
- [info@owmobility.com](mailto:info@owmobility.com)
- also see <https://owmobility.com/careers/>