

Sales Operations Specialist

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

We are currently seeking to hire a self-motivated Sales Operations Specialist to join our team and be instrumental in providing insightful data analysis to help drive our sales objectives as a Cloud Software Infrastructure Consultancy. As a Sales Operations Specialist, you will be responsible for supporting our company by being its eyes and ears, recognizing market trends and sales performance in an industry with heavy demand but equally heavy competition with new occurring changes over every horizon.

You will be working to develop and maintain a streamlined sales process, making sure to define sales objectives and forecasts in line with existing trends, and analyze our sales performance to make sure established targets and KPIs are being met. Thus, ensuring the company is on the right track by enabling it to course correct in swift response to performance issues.

If you possess excellent communication, operational, organizational, and analytical skills with the ability to build rapport with sales teams and ensure their best performance, then this is the job for you.

Duties:

- Work with sales management to establish governance, based on data-driven methodologies, for effective planning and goal setting, and designing realistic sales incentives to drive these goals and objectives. Ensure all sales organization targets and objectives are assigned and understood in a timely fashion.
- Coordinate regular pipeline and sales forecasting sessions to track revenue and ensure targets and KPIs are on course and monitored consistently.
- Provide sales performance reports to management, focusing on pipeline sufficiency, opportunity progressions and sales funnel stages, and highlighting areas of high performance against KPIs, and where help or attention is needed.
- Work closely with management to inspect data quality, accuracy, and sales process consistency. Proactively monitor and assist management in understanding process bottlenecks and inconsistencies. Recommend revisions to existing reports or assist in the development of new reporting tools as needed.
- Implement enabling technologies, including CRM, to field sales teams. Monitor compliance with the required standards for maintaining CRM data.
- Monitor the accuracy and efficient distribution of sales reports and other intelligence essential to the sales organization.
- Organize data, generate customer insights, and prepare reports on sales statistics such as license plan performance, new client acquisition rates for licenses, managed services, and more.
- Coordinate and support management in training delivery to sales and sales support.

Requirements:

- Must have excellent English verbal and written skills.
- Bachelor's degree or higher in associated field.
- Proficient knowledge and ability in Microsoft Office and CRM software.
- Analytical mind with a strong commercial acumen and ability to translate ideas across all levels of organization.
- Ability to be proactive while possessing excellent interpersonal and communication skills.
- Previous experience in related sales operations position.
- Good organizational skills and the ability to multitask.

Benefits:

- Competitive Salary.
- Skills development in a high paced technology environment.
- Opportunities for future growth within the organization.
- Flexible working environment

Company Description

BlueRidge IT is a technology solutions provider specifically focusing on Microsoft Cloud Solutions. These include Microsoft 365, PowerApps, Power Platform, PowerBI, Microsoft Azure, Enterprise Mobility Suite, SharePoint, MS Dynamics 365 and Microsoft EPM. We hold Gold Competency indicating Microsoft's recognition of our expertise with their technologies and our proven record in surpassing customers' expectations.

Our staff have a passion for technology and specialize in providing consultancy and cloud solutions to organizations of all sizes, including but not limited to Healthcare, Oil and Gas, Government, Education and Professional Services.

What We Strive For

Mission & Vision

To provide our clients with innovative, secure, always up to date, and cost-effective information technology transformation solutions that bridges the gap between Technology and Business.

Our Values

We are passionate about what we do...by providing our clients with the tools to maintain and embrace transformation, and we always steer away from procrastination tactics or ones that build consultant dependency.

Our Niche

Deliver compelling business benefits to any organization seeking to improve their IT department's prowess, enhance their skills and agility, reduce risk, and improve service levels and lower costs.

What We Do

Cloud Migration

As a Microsoft Gold Partner and trusted Cloud Advisor, we help organizations embrace cloud-based Solutions such as Office 365, Windows Azure, Windows Intune, EMS, CRM, and Dynamics 365. We handle everything on Microsoft Cloud. This includes Licensing, Hosting, Deployment, Migration, Operations and Support.

Application Deployment

We create and deploy mission-critical business applications that scale with our customer's business and growth objectives. We provide hosted or on-premise application deployment services such as PowerApps, Power BI, PowerAutomate, Enterprise Project and Portfolio Management Solutions, Microsoft Dynamics ERP & CRM, SharePoint Services, and powerful Azure websites and web apps.

Managed Services

As a Trusted Cloud Advisor, we offer complete IT service management solutions supporting all our customers IT Infrastructure needs. Systems are monitored and supported both remotely and locally 24/7 by our managed IT services team while ensuring efficient operation with flexible offerings like Microsoft Azure, Office 365, Dynamics 365 and more.