

HubSpot CRM functionalities and a passion for leveraging data to drive business growth.

What We're Looking For:

Responsibilities :

HubSpot CRM Management.

Support sales team members in their daily use of HubSpot.

Ensure data accuracy, cleanliness, and completeness within HubSpot.

Collaborate with cross-functional teams to establish and enforce data entry best practices.

Account Mapping:

Identify key decision-makers within target client accounts and add them to HubSpot.

Create and maintain organizational charts for client accounts showing all relevant contacts within the account, as well as associated FullStack contacts and who they report to.

Audit HubSpot data input across FullStack departments to ensure accurate mapping and alignment.

Properly close deals and update account information in HubSpot to reflect the current sales status.

Data Analysis and Reporting:

Develop and maintain dashboards, reports, and KPIs to provide actionable insights to sales leadership.

Analyze sales performance data to identify trends, opportunities, and areas for improvement.

Prepare regular sales reports and presentations to communicate findings to our sales team.

Process Optimization:

Work closely with the sales team to streamline and optimize sales processes and

workflows within the HubSpot CRM platform.

Identify and address inefficiencies to improve sales productivity and revenue generation.

Implement automation strategies to enhance the efficiency of sales operations.

Sales Enablement:

Collaborate with sales enablement teams to provide necessary tools, resources, and training for the sales team's success.

Support the onboarding process of new sales team members by providing training on HubSpot CRM usage and functionalities.

Requirements:

Bachelor's degree is required

Proven experience as a Sales Operations Analyst or similar role, with a focus on utilizing HubSpot CRM.

In-depth knowledge of HubSpot CRM functionalities, data management, and reporting capabilities.

Proficiency in data analysis and strong problem-solving skills.

Excellent communication and collaboration skills to work effectively with cross-functional teams.

Ability to present complex data and insights in a clear and concise manner.

Prior experience in the software consulting, IT staffing, or IT recruiting industry.

Benefits:

Competitive Salary

Paid Time Off (vacation, sick leave, maternity and paternity leave, holidays)

100% remote work

The ability to work with leading startups and Fortune 500 companies

Health policy with Sura 100% for you and up to 4 primary family members

English Classes

Sodexo food card

Virtual company events each month

Ample opportunity for career advancement

Continuing education opportunities

FullStack is proud to be an equal opportunity workplace. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity, or Veteran status. If you have a disability or special need that requires accommodation, please let us know by completing our Accommodations for Applicants form, which can be provided upon request during our hiring and interview process.

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#J-18808-Ljbffr

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