

Colombia Jobs Expertini®

Data Analyst with HubSpot Experience - Remote - Colombia

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Company: FullStack Labs, LLC

Location: WorkFromHome

Category: other-general

FullStack is the fastest-growing software consultancy in the Americas. We help organizations like Uber, GoDaddy, MGM, Siemens, Stanford University, and the State of California, build distributed software development teams, and deliver transformational digital solutions. As an employee-first company, we focus on hiring the most talented software designers and developers in the western hemisphere, by creating a positive, respectful, and supportive work environment where they can achieve their greatest potential. We're most proud of: *Offering life-changing career opportunities to talented software professionals across the Americas. *Building highly-skilled software development teams for hundreds of the world's greatest companies. *Having delivered hundreds of successful custom software solutions, which have positively impacted the lives and careers of millions of users. *Our 4.5-star rating on GlassDoor. *Our client Net Promoter Score of 68, twice the industry average. The

Position: We are looking to hire an experienced Sales Operations Analyst with expertise in HubSpot CRM to join our dynamic team. As a Sales Operations Analyst, you will play a pivotal role in supporting our sales department by optimizing sales processes, managing data within the HubSpot CRM platform, and providing valuable insights to enhance our sales strategies. This role requires a proactive and analytical individual with a deep understanding of 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. Learn more about our Applicants Privacy Notice.

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