

Colombia Jobs Expertini®

Sales Operations Specialist

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Company: Saphunt

Location: Colombia

Category: computer-and-mathematical

The Offer

Work in a company with a solid track record of performance

Join a well known brand within the Accounting Industry

The Job

As a Sales Operations Specialist at TaxDome, you will play a crucial role in organizing and distributing leads from various sources to our outbound team of 8 members. Your responsibilities will include optimizing workflows, implementing CRM tools effectively, and ensuring seamless communication between team members.

Responsibilities:

Coordinate and distribute leads among the outbound team, ensuring equitable allocation and maximizing team efficiency.

Implement and optimize CRM tools to streamline lead management processes.

Collaborate with the outbound team to understand their needs and provide continuous support in lead organization.

Analyze lead data to identify trends and areas for improvement in lead distribution strategies.

Work closely with cross-functional teams to align sales operations with broader company

objectives.

Provide training and support to team members on CRM tools and lead management best practices.

The Profile

Proven experience in sales operations, lead distribution, or a related role in Saas company.

Familiarity with CRM & Sales tools, with a preference for experience with tools such as Pipedrive, ZoomInfo and others.

Strong organizational and analytical skills.

Excellent communication and collaboration abilities.

Ability to thrive in a fast-paced environment.

The Employer

Our client is the #1 practice management platform for accounting firms in the US - we have grown over 100X in the last 5 years and serve tens of thousands of businesses globally with millions of end-clients.

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