

Colombia Jobs Expertini®

Sales Operations Specialist

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Company: TaxDome

Location: Colombia

Category: computer-and-mathematical

Sales Operations Specialist

TaxDome 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.

About the team:

We are a US-based SAAS firm targeting the accounting industry. In other words, we use technology to solve business problems for accounting firms - we are not accountants. For you, this means you will be communicating with accountants about their business processes and helping them see the value in our software which can help them grow their business and revenue. You are not expected to be an accountant, know how to do accounting or even be good at math.

Our team is 300+ people (in over 40 countries!) - we are a distributed team built on the principle of self-management

Access to management - you will collaborate closely with the chief revenue officer (along with the sales team) in a supportive environment

Benefits:

Opportunities for professional growth and career advancement.

A dynamic and collaborative environment.

The chance to be part of a forward-thinking company that is reshaping an industry.

Remote - flexible location

Work format: dependent contractor, EST

Compensation: 20-40k+ per year, depending on experience.

We appreciate your interest and advise that only those selected for an interview will be contacted

The Role

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.

Ideal 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.

What's on Offer?

Work in a company with a solid track record of performance

Join a well known brand within the Accounting Industry

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