

Sales Excellence & Operations Analyst

- **Newly established role – Take ownership in delivering sales excellence activities across Europe**
- **Collaborate, engage across multiple internal channels, drive process initiatives & change**
- **Support the implementation of sales strategies & processes to support business growth**

Gather data and conduct analysis of company sales, evaluate sales processes, programs and systems to improve sales effectiveness to support revenue growth.

At Datamars, we have recently created a new Sales Excellence & Sales Operations global team. This role reports to our General Manager of Northern Europe and works closely in collaboration with our Head of Sales Excellence & Sales Operations based at our Head Office.

An insight to the role

- Lead sales transformation and effectiveness initiatives in the region to increase sales productivity. Serve as “process champion” to the broader sales organization.
- Coordinate sales processes e.g. pipeline management, budgeting, forecasting for all sales channels. Review existing sales processes and identify opportunities for improvement. Developing and executing reporting tools and templates aimed at improving sales management decision making.
- Actively engage sales leadership and other relevant stakeholders to identify sales support needs. Lead the implementation and on-going execution of sales support related processes and procedures to meet stakeholder needs.
- Support the field sales organization with pre-sales e.g. lead generation, prospecting and sales completion e.g. pricing, proposal development activities together with the pricing analyst and business development leaders.
- Perform data analysis and derive insights that inform key sales strategy and planning decisions e.g. market segmentation, resource deployment, and customer targeting.
- Translate the budget guidelines into a global Sales & Ops Excellence budget and after approval of the CCO ensure execution.

Ideal experience

- Bachelor's degree in Marketing, Finance, Economics, or related field
- **Minimum of 5 years professional experience in a similar role where you can demonstrate proven experience in sales excellence and operational analytics**
- Proven advanced proficiency with MS Office suite of tools especially PowerPoint and Excel.
- Experience in using CRM tool(s) is a plus.
- Implementation of technology solutions such as BI, CRM, Navision and other sales related technology.
- Exposure to working within a business with distribution channel sales models beneficial
- Results focused – good track record in consistent delivery of results in previous positions
- Collaboration skills – make things happen even without the formal line of responsibility
- Change management – energized by a change challenge, having the tenacity and perseverance to drive change through - Self-motivated, proactive and goal oriented

A career enhancing opportunity, you can genuinely expect to experience personal and career growth, whilst being supported and working alongside a highly focused and entrepreneurial leadership team with big aspirations. This is a role for someone highly analytic, happy rolling their sleeves up and really getting into the detail and process side of a the business.

Located in the simply stunning Ticino Region in Switzerland, over a third of our team utilise our subsidised public transport benefit and we are only a 10-minute walk to the train station. You'll discover a range of areas within the region that offers affordable living options and you'll never be left wondering how to fill your free time with so many amazing outdoor adventures on your doorstep!

For further insight into our business, products and innovation process visit
www.livestock.datamars.com and www.datamars.com and follow us on LinkedIn
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