

Terryberry Careers

Sales Operations Manager



Terryberry

Terryberry is looking for a Sales Operations Manager who will work closely with the Chief Sales Officer. This position will be focused on the continuous optimization of sales processes and further enablement of SaaS products.

About You: A dynamic, driven, self-motivated individual who thrives as a contributor to a high growth, winning team! You will ensure the sales tech stack, process flow, and overall sales motion operates efficiently. You will also be responsible for helping develop a consistent, standardized sales process to drive high growth and repeatable success. The ideal candidate will be equal parts customer obsessed and data driven.

About Terryberry

We are Terryberry, the recognition and engagement company that ignites employee success. While we have been in the business of employee recognition for +100 years, we are entering one of the most exciting times of our history as we transition to an employee engagement SaaS led organization. We are headquartered in Grand Rapids, MI; with locations throughout North American and the UK. Are you interested in joining a dynamic growth company which has a real purpose?

Email your resume to careers@terryberry.com

Responsibilities

- Drive the delivery of a persuasive, process centered approach to deliver a connected experience for sales team members leveraging current and future tools in partnership with Sales Enablement
- Drive research and strategy for the team while partnering with the Commercial Leadership Team, Sales Enablement, Marketing, and IT to identify key areas of opportunity
- Laser-focused on reducing friction in the employee/customer journeys and business process design
- Data driven approach to account/prospect assignments, territory and vertical definitions, and data integrity inside of Salesforce
- Envision and create a seller experience based on best practices, benchmarks, and sales team member research
- Thought leadership in areas of inefficiency and collaborating with IT, Sales Enablement, and Marketing to solve with modern and effective solutions and automation (AI, Bots, etc.)
- Measure the utilization of sales tools in the field and partner with Sales Enablement to develop training, ensure adoption, drive utilization, and improve data quality
- Ability to communicate effectively and simply, the results of process design sessions to the larger team to assess next steps and opportunities for process improvement
- Execution on daily Salesforce activities, such as building reports, creating dashboards, and optimizing workflows

Skills and Experience

- BA/BS degree with a minimum of 5 years' related experience
- Salesforce experience preferred! Additional experience with CPQ, Sales Engagement, Conversation intelligence, Content Management, and related sales applications
- Strong professional presence, effective communication, presentation, influence, and problem-solving skills
- Experience reducing friction inside of a sales organization
- Ability to network with cross-functional partners and build strong relationships
- Ability to work in a fast-paced environment, multitask by managing multiple projects while remaining flexible in a self-directed, organized, decisive, professional, and objective manner
- Ability to embrace change and help lead others through change