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## Sales Operations Manager

### Description

Our client is hiring an experienced Sales Operations Manager with experience in business analytics, sales operations and business development. With over 20 years of success in medicine sales, our client is an industry leader in their niche market. With a goal of providing innovative products in underserved markets, this mission-oriented company provides a purposeful mission for employees.

### Responsibilities

Key areas of responsibility for the Sales Operations Manager:

- Business Analytics-background research of business systems and processes
- Identifying key product KPI's and metrics
- Sales Operations-designing appropriate compensation and incentive plans
- Work with IT for business rules and territory administration
- Developing forecasting models for product lines
- Evaluate new products, market opportunities and geographic opportunities

### Qualifications

Ideal candidates will possess:

- 5+ years working in business analytics or sales operations required
- 3+ years' experience in the pharmaceutical industry preferred but not required
- 3+ years' experience in marketing research or marketing science preferred but not required
- BA/BS, MBA a plus
- Working knowledge of Microsoft Office, Excel and complex database management
- Experience in setting key product KPI's

### Job Benefits

Compensation includes a base salary \$90,000-95,000 plus bonus. Benefits, PTO including vacation and holidays.

### Hiring organization

Sales Executives

### Employment Type

Full-time

### Industry

Medical

### Job Location

Nashville, Tennessee

### Base Salary

\$ 90,000

### Date posted

June 14, 2024