

Sales Operations Analyst, London or Glasgow - Top 3 Managed Cloud Computing Company

Salary

£30,000 to £35,000 per annum

iomart

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 380 talented staff in offices and datacentres across the UK. Originally founded in 1998, it is listed on the London Stock Exchange and specialises in delivering cloud consultancy, facilitation and digital transformation to ISVs, SMEs, enterprises and the UK public sector.

iomart's employees help enable any size of business and organisations to operate their online data and IT environments safely and securely. Our technical staff are experts in public, private and hybrid cloud solutions - including AWS and Microsoft Azure – as well as data centre and network engineering. iomart owns and operates a network of UK data centres connected by a high capacity private fibre network and backed by 24/7 technical support.

iomart Group plc is delighted to offer this opportunity to join one of the UK's leading managed hosting companies.

Role Description

Administrative support of the sales process, specifically in relation to the new deployment of salesforce.com, responsible for accurate reporting, analysis, and support for the sales team's use of salesforce.com. As Sales Operations Analyst you will help the Sales Director, and Regional Sales Directors, police the correct CRM use of salesforce.com, also acting as salesforce.com systems administrator, and helping to roll out new features and integrations to other tools within the business.

Key Responsibilities

- Regular reporting and analysis of sales figures, to monthly, quarterly and annual requirements
- Regular reporting and analysis of opportunity pipeline, and sales forecasts, as required by Sales Director and Regional Sales Directors (RSD)
- Salesforce.com administrator, with access to setup and remove users, build user reports and dashboards
- Assist the Sales Director and RSDs police the correct use of salesforce by their teams, including exception reporting and analysis
- Validation of closed won deals, including financial valuations and date validations
- Preparation of monthly won deals report to submit to Finance for reporting and commission calculations

Skills, Knowledge and Experience

Essential

- In depth experience and knowledge of salesforce.com, particularly Lightning Edition.
- Strong organisational skills to plan projects and meet deadlines
- Strong knowledge of data management, mining and analysis
- Ability to manage multiple priorities and meet deadlines
- Several years of experience in sales operations role
- Good attention to detail
- Analytical and fluent with the metrics of sales performance
- Able to communicate effectively across multiple levels internally, demonstrating strong communication and presentation skills

- Able to establish a strong internal network to achieve deliverables
- Exhibits sales operations acumen to develop meaningful business recommendations around sales process

Desirable

- Expert knowledge of salesforce.com (Lightning edition) from multiple deployments
- Excellent organisational and analytical skills
- Excellent attention to detail and accuracy
- Excellent relationship and communication skills
- Excellent strategic planning skills

What do we offer in return?

- We'll shout you to lunch once a month
- ½ Day off on your Birthday
- Breakfast on us every day, including a hot roll on Fridays
- Long service benefits
- Snacks, drinks and fruit all day, everyday
- Sharesave and childcare voucher schemes
- Supported training
- Holiday Trading Scheme

Training & Development

As you can gather, we have a relaxed and friendly working environment but don't be fooled; you will be working with some of the country's best talent and greatest technical experts. We want our people to thrive, prosper and to leave work every day feeling valued and that they have made a difference. Talented, motivated and creative people lie at the heart of our success so we invest heavily in our people and their professional and personal development through technical certification, our online training portal and our Management and Leadership Development Programme.