

Deal Desk Analyst

Description

Who we seek: Weâ€™re looking for our first Deal Desk team member outside of the US, a Deal Desk Analyst to support our EMEA Sales team, reporting to the Director, Deal Desk. Our Deal Desk team is based remotely. As a Deal Desk Analyst, you will be responsible for scaling our deal closing process and analyzing deal outcomes. Our ideal candidate is someone who has sales operations experience and is able to work in a fast paced environment at a quickly growing company. What youâ€™ll do: Collaborate with Sales and Legal through the contract negotiation process and make process improvement recommendations to create efficiencies Act as an advisor to the field on new business and renewal offers. You will work closely with the CRO and finance teams on preferred deal structure and will provide guidance to sales on pricing and contract options Guide sales and CSM teams on all renewal and new business deal items, advise the team on contract options, and help the team close deals more quickly Support sales reps through quote creation and review of contract terms and assist with the billing process Partner with the product, security, and privacy teams on various cross-functional projects What youâ€™ll bring: 1-3 years of experience working with sales teams in a deal desk, sales operations, or sales support role Excellent communication (verbal & written) skills and the ability to manage cross-functional team communication Demonstrated attention to detail and organization skills Strong analytical, quantitative, and problem solving skills Shines in a fast-paced environment and is self-motivated to deliver results Experience with enterprise SaaS and complex deal structure Experience with Excel, Salesforce, and CPQ tools (Salesforce, Zuora, Subskribe, etc.) Our Values: We look for people who embody our values - Care, Do, Try & Shine. Care - We care about our customers and each other Do - We do what it takes to make a positive impact Try - We try our best and we donâ€™t give up Shine - We shine and make it our mission always to stand out Whatâ€™s in it for you?! Our people are the foundation of our success, and we prioritize offering a wide range of benefits that make our team happier and healthier. Equity participation - everyone shares in our success Flexible work arrangements Other compulsory benefits based on country of residence #LI-Remote #LI-AB1Please mention the word **PEACE** and tag RMzQuODYuMTYzLjE1Mg== when applying to show you read the job post completely (#RMzQuODYuMTYzLjE1Mg==). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

BigID

Job Location

Lisbon, Lisbon, Portugal

Base Salary

\$ 60000 - \$ 150000

Date posted

May 13, 2024

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