

Revenue Operations Manager

Description

About the company AltiSales is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, technology, and operations of Sales and Sales Development. AltiSales lives in the intersection of 3 industries: Consulting, Outsourcing, and Venture Capital. We work with clients to create a sustainable and scalable revenue engine that can later be brought in-house as the teams grow from a few Sales Development Representatives to dozens of them. AltiSales was founded in 2012 by Tito Bohrt, who himself spent over a year making cold calls, and over 6 years in Sales Development. Tito has hired and trained over 100 SDRs including some of the best performers at public companies like Citrix. Today Tito leads AltiSales and writes articles for Sales Hacker, Forbes, and his personal blog on LinkedIn. Our Core Values are: Excellence: Results, not effort. How much, how quickly, and how well you do your work matter much more than how many hours you're in the office. Ownership & Accountability: We behave like owners. We never wait to be told what to do or feel like it's not our job to go above and beyond. We act as the CEOs of our campaigns and are always self-motivating, self-improving, and self-disciplined. We make tough decisions without agonizing. Customer Centricity: We strive to make every customer successful because their success is our success. Empathy is our default. We work hard to augment our clients growth day-in and day-out. We pride ourselves on making a tangible impact on our customer's lives and businesses. Common Sense: We believe that excessive rules make our company less agile and adaptable in a constantly changing world, and therefore we prioritize common sense. Team-Centric and Results-Driven Culture: We embrace a team-oriented approach where we operate like a professional sports team. We strive for excellence by seeking the best talent, investing in their development, and making necessary adjustments to optimize overall team performance. We are ego-less in the search for the best ideas. We value open communication and radical candor, fostering a culture of achievement and collaboration. Our Benefits: Attractive Compensation Package: We offer a competitive salary, commission, and bonuses in USD, which include performance-based salary increases. Join our prestigious Presidents Club: Achieve your revenue targets and every quarter, we reward you with an exciting trip to destinations like Vegas, Mexico, and Costa Rica. While on these trips, you'll have the opportunity to bond with the team and engage in thrilling activities such as scuba diving, whitewater rafting, and bungee jumping. As a top performer, you'll be celebrated and receive well-deserved recognition. Remote-First Culture: Enjoy the freedom to work from anywhere that suits you best. Our company fully supports remote work, allowing you to choose your ideal location. We go the extra mile by covering your coworking space expenses and providing all the necessary equipment you need to excel in your role. Work-Life Balance: Enjoy our open vacation policy that allows you to take time off whenever you need it, as long as you continue to meet your goals. We understand the importance of a healthy work-life balance and trust our employees to manage their time effectively. Unlimited Professional Growth: Fuel your sales expertise with our unlimited professional development budget. We cover 100% of the costs for sales books, conferences, and any other opportunities to enhance your skills. Additional Exciting Perks: we offer a range of cool benefits including health reimbursement, fitness stipend, and more. About the role As the Revenue Operations Manager, you will play a crucial role in optimizing our revenue-generating processes and systems. You will be responsible for maintaining systems, creating automations, providing IT support, and performing administrative tasks to ensure the smooth operation of our

Hiring organization

AltiSales

Job Location

Bogotá, Bogotá, Colombia

Base Salary

\$ 60000 - \$ 100000

Date posted

May 16, 2024

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revenue operations. Responsibilities: Maintain systems and databases related to revenue operations. Develop and implement automations using SQL, Google Apps Script, Advanced Excel, and other no-code programs to streamline processes and increase efficiency. Provide IT support to the sales and marketing teams, troubleshoot technical issues, and ensure systems are functioning optimally. Perform administrative tasks such as data entry, reporting, and documentation related to revenue operations. Collaborate with cross-functional teams to identify opportunities for process improvement and optimization. Stay updated on industry trends and best practices in revenue operations and recommend relevant tools and technologies. Required Qualifications: 1+ years of proven experience in revenue operations, sales operations, or a similar role is preferred. Fluency in English, both written and verbal. Proficiency in SQL, Google Apps Script, and Advanced Excel. Strong problem-solving abilities with the capacity to identify and address issues proactively. Excellent communication and interpersonal skills. Desirable Qualifications (Nice to Have): Experience with Salesforce, Hubspot, or Outreach. Remote work experience. Strong organizational and multitasking skills, with the ability to prioritize and manage multiple tasks effectively. Ability to work independently and as part of a team in a fast-paced environment. Please submit your resume in English – we can only consider applications submitted in this language. AltiSales is proud to be an equal opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity, or Veteran status. Please mention the word ****FRUGAL**** and tag `RMzQuMTQ1LjE0MS43OA==` when applying to show you read the job post completely (`#RMzQuMTQ1LjE0MS43OA==`). 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