

Revenue Operations Associate II

Description

Your Role Hudl's Revenue Operations and Enablement team is focused on unlocking efficiency and increasing productivity. How? Through the creation and continual improvement of defined best practices for how all client facing roles do their jobs within the revenue cycle. We're currently looking for a Revenue Operations Associate to align with our North American sales direction within our Competitive business unit, which services high schools and emerging markets. This role will focus on sales operational efficiency initiatives, deal support management, change management projects, and fiscal year planning. You'll serve as the go-to person for how our go-to-market strategy is executed. You'll work directly with front line Sales and Customer Success, both individual contributors and leadership, as well as with stakeholders from other departments. You'll keep an eye on ways to improve the productivity and efficiency of the team so that our ambitious growth goals are met. We'd like to hire someone for this role who lives near our offices in Nebraska, but we're also open to remote candidates in our hubs: Kansas City, Boston, Chicago, Austin, Dallas and Lexington. Must-Haves Curiosity. You're always on the lookout for ways to improve processes, and you're excited to support others to be successful. Adaptable. You're comfortable in a fast-paced environment working with multiple stakeholders on various projects, each with their own varying challenges. Collaborative. You're a strong dependable partner for everyone around you. Promoting a positive, inclusive work environment is valuable to you. Technical expertise. You have front-end Salesforce experience and have ideas on how to help Sales teams seamlessly work with our customers. You're also comfortable with spreadsheets (either Google Sheets or Excel), and know how to work with formulas and pivot tables for deeper analysis. Nice-to-Haves CPQ experience. Comes with the Salesforce knowledge, but the CPQ piece would be a bonus. Collaboration with sales. You've worked directly with a Sales team before, or at least have an idea of how they do their jobs from a revenue operating perspective. Our Role Champion work-life harmony. We'll give you the flexibility you need in your work life (e.g., flexible vacation time, company-wide holidays and timeout (meeting-free) days, remote work options and more) so you can enjoy your personal life too. Guarantee autonomy. We have an open, honest culture and we trust our people from day one. Your team will support you, but you'll own your work and have the agency to try new ideas. Encourage career growth. We're lifelong learners who encourage professional development. We'll give you tons of resources and opportunities to keep growing. Provide an environment to help you succeed. We've invested in our offices, designing incredible spaces with our employees in mind. But whether you're at the office or working remotely, we'll provide you the tech stack and hardware to do your best work. Support your mental and physical health. We care about our employees' wellbeing. Our Employee Assistance Program, employee resource groups and fitness partner Peerfit have you covered. Cover your medical insurance. We have multiple plans to pick from to ensure you'll have the coverage you (and your dependents) want, including vision, dental, fertility healthcare and family forming benefits. Contribute to your 401(K). Yep, that's free money. We'll match up to 4% of your own contribution. Please mention the word ****HEAVEN**** 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

Hiring organization

Hudl

Job Location

Remote

Base Salary

\$ 50000 - \$ 105000

Date posted

May 26, 2024

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