Revenue Operations Analyst

Description

About Hightouch Hightouch□□s mission is to empower everyone to take action on their data. Weâ□□ve pioneered the Composable Customer Data Platform (CDP), which helps companies use their own data warehouse to collect, prepare, and activate customer data for marketing personalization and business operations. Traditionally, acting on data has required engineering time and bandwidth, and left most business users stuck with charts and reports that are unable to take automated action on their data. With Hightouch, every business user, without writing any code, can activate data to streamline critical processes, improve marketing performance, and scale operations. Our team operates with a focus on making a meaningful impact for our customers. We believe in approaching challenges with a first principles thinking mindset, moving quickly and embracing our value of efficient execution, and treating each other with compassion and kindness. We look for team members that are strong communicators, have a growth mindset, and are motivated and persistent in achieving our goals. Hundreds of companies use Hightouch, including Spotify, Ramp, Retool, NBA, Plaid, and Betterment. Weâ□□re based in San Francisco, are remote-friendly, and backed by leading investors such as Amplify Partners, ICONIQ Growth, Bain Capital Ventures, Y-Combinator, and Afore Capital. About The Role Hightouch is looking for a motivated RevOps Analyst to support and drive our business growth. In this role, you will collaborate closely with our sales, customer success, and marketing teams, assisting in the optimization of our revenue operations processes and ensuring data quality throughout our business systems. This is an exciting opportunity to gain hands-on experience in a fast-growing startup and contribute to our operational excellence. Hightouchâ□□s Revenue Operations organization provides the systems, data, and insights to help our go-to-market teams operate efficiently and with incredible customer-centricity. Weâ□□re excited to have you join our team if youâ□□re motivated by empowering a high-performance go-to-market team, leveraging best-in-class technology,, and having a direct impact on the success and scalability of a rapidly-growing startup. What Youâ□□ll Do Collaborate with sales, marketing, and customer success teams to ensure data accuracy and streamline revenue operations processes Assist in the quote-to-cash process, ensuring accurate revenue recognition and compliance with sales guidelines Develop and maintain dashboards and reports to track key performance metrics and provide actionable insights to internal stakeholders Support the integration of various software tools and technologies to enhance data flow and operational efficiency Proactively build strong relationships with internal teams (e.g., sales, marketing, customer success) to support and enhance our revenue operations Assist in resolving operational issues and discrepancies as they arise What We're Looking For Strong analytical skills and an interest in data analysis and process optimization Strong level of urgency, organization, and prioritization Familiarity with SaaS and enterprise software, with a strong desire to learn more about the data and CDP ecosystem Excellent communication skills, with the ability to translate technical information into plain English for various stakeholders Demonstrated ability to build strong working relationships with cross-functional teams Proficiency in using data analysis and CRM tools (e.g., Excel, Salesforce, HubSpot) is a plus A proactive and collaborative attitude, with a willingness to learn and grow in a dynamic startup environment We are looking for talented, intellectually curious, and motivated individuals who are interested in tackling the problems above. We focus on impact and potential for growth more than years of experience. The salary range for this position is $85,000-$100,000 USD per year which is location independent in accordance with our remote-first policy. Please mention the word **INVINCIBILITY** and tag RMzQuMTQ1LjI0MC4xMDY= when applying to show you read the job post

Hiring organization
Hightouch

Job Location
San Francisco Bay Area, California, United States

Base Salary
$ 60000 - $ 110000

Date posted
May 31, 2024

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Job listing via RemoteOK.com