Revenue Operations Manager

Description

About OffSec Founded in 2007 by the creators of Kali Linux, OffSec (formerly known as Offensive Security) is the leading provider of continuous professional and workforce development, training, and education for cybersecurity practitioners. OffSecâ's distinct pedagogy and practical, hands-on learning help organizations fill the infosec talent gap by training their teams on todayâ's most critical skills. Become a part of our global presence and work from anywhere. With team members in over 40 countries, we believe in inspiring people of all backgrounds and communities. The OffSec team is composed of diverse, internationally published authors, conference speakers, and seasoned information technology professionals from both the private sector and governments worldwide. Excited about our mission and what we do? Apply and join us! About the Job OffSec seeks a highly motivated and data-driven Revenue Operations Manager to optimize our revenue generation processes and help drive scalable growth. As a key Sales team member, you will be responsible for aligning sales, marketing, and customer success efforts to maximize revenue efficiency and effectiveness. This role requires a strategic thinker with experience in B2B SaaS revenue operations best practices and a passion for data-driven decision-making.This role reports to the Head of Revenue Operations and will provide strategy and guidance on day-to-day and long-term sales operations. Additionally, you will assist with impactful ad-hoc analysis and insights for sales leadership, for use in board meetings, investor conversations, and OffSec executive meetings. Duties and responsibilities Revenue Operations Strategy: Help support the development of a comprehensive revenue operations strategy that aligns with the company's overall goals and objectives. Executive Presentations: Create accurate and impactful presentations regarding OffSecâ's pipeline, forecasts, results, and overall outlook. Process Optimization: Help identify and implement process improvements across the revenue funnel to streamline operations, reduce friction, and improve efficiency. Accurate Forecasting: Support the design, implementation, and management of sales forecasting processes that accurately predict future revenue performance. Data Analysis and Reporting: Analyze revenue data to identify trends, opportunities, and areas for improvement. Create and maintain reports and dashboards and reports to track leads, pipeline, bookings, & outcomes and provide actionable insights accordingly. Sales, Finance, and Marketing Alignment: Foster collaboration between sales, finance, and marketing teams to ensure alignment on messaging, lead generation, and customer acquisition strategies. Technology and Tools: Help evaluate, implement, and manage sales technologies and tools to improve productivity and data accuracy. Qualifications Bachelor's degree in business, finance, or a related field. 2+ years of experience in B2B SaaS revenue operations, sales operations, or a similar role. Proven track record of developing and implementing successful revenue operations strategies in a B2B SaaS environment. Strong analytical and problem-solving skills, with the ability to interpret complex data using Excel / Google Sheets (as well as Looker) and translate it into actionable insights. Excellent communication and interpersonal skills, with the ability to build relationships and collaborate effectively across departments. Proficiency with revenue operations technologies (e.g., Salesforce, HubSpot). Working conditions This role is a full-time salaried position. Work hours for this position are flexible and will be performed from a home office. Direct reports This position has no direct reports. EEO OffSec provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and

Hiring organization
OffSec

Job Location
Remote

Base Salary
$ 55000 - $ 105000

Date posted
June 13, 2024

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conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.Please mention the word **FASCINATINGLY** and tag RNDQuMjQyLjE3NC4yMDE= when applying to show you read the job post completely (#RNDQuMjQyLjE3NC4yMDE=). 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