



【1000～1250万円】 Sales Operations Manager

マカフィー株式会社での募集です。法人営業（その他）のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

マカフィー株式会社

Job ID

1487851

Industry

Software

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

10 million yen ~ 12 million yen

Work Hours

09:00 ~ 18:00

Holidays

【有給休暇】有給休暇は入社時から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝日 GW 夏季...

Refreshed

November 22nd, 2024 04:00

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

High-School

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2236859】

Business Title : Sales Operations Manager

Job Profile : Sales Operations Analyst

Reporting Manger : Toronto Canada

■Job Description :

This role will support and enable Japan's sales growth across all segments: Retail ISP Telco and PC OEM; you will report to the Director Sales Operations and support Head of Japan.

The ideal candidate will become a trusted advisor to the Sales Team in Japan driving all run the business related activities such as Forecasting Pipeline MBOs while playing critical role on Strategic Initiatives to grow the verticals (Retail ISP Telco PC OEM) . This role requires a hands on multi tasker leader to drive operational support operational efficiencies and ultimate enable sales growth.

■How can you add value to this role :

As a trusted advisor you will put into practice your strategic mindset to define and enable the execution of plans and objectives that will accelerate growth by using best practices. Your success is the success of the Japan Team so you will have accountability to make final decisions on operational matters to ensure effective achievement of objectives. You will work on complex issues where analysis of situations or data requires an in depth knowledge of the business with strong analytical skills. Ensures budgets and schedules meet requirements. Interactions frequently involve special skills such as attempting to influence senior level leaders regarding matters of significance to the organization. Have overall control of planning managing priorities and recommending and implementing changes to processes.

■Below are some of the key areas of responsibility :

- Own and drive all run the business related activities including but not limited to: Forecasting Pipeline Deals Cycle MBOs SPIFFs and others
- Support strategic initiatives with strong collaboration with Sales Marketing and the Business units
- Drive Sales Planning Process in cross collaboration with Sales Finance and the Business
- Drive cross functional teams to collaborate and align on strategic initiatives
- Support Strategic Initiatives in close collaboration with the Vertical Leaders and the Business
- Develop and maintain operational dashboards specific to sales pipeline activity/progress
- Facilitate a disciplined OPEX management process across budget owners
- Assess current Sales Compensation plans and recommend changes as needed
- Attend Sales Leader staff meetings document notes/actions assess operational gaps drive process improvement and resolution of issues
- Analyze sales trends and help manage the weekly bookings forecast submission
- Develop and organize content/agenda for Quarterly Business Review meetings
- Maintains supports drives run the business activities with cross functional stakeholders

Required Skills

- Effective executive communication skills in both Japanese and English is a must including verbal written and presentations in Power Point
- Minimum 5 years experience in Sales Operations Role in a tech company preferred
- Demonstrated success in operational and productivity improvements innovating solutions with simplicity · strategic thinker not one step ahead but 2 or 3 steps forward
- Strong analytical skills hand on approach
- Business modeling experienced using tools for planning
- Experience creating Dashboards for tracking and monitoring
- MS Office (Power Point Excel Word) PowerBi Analytics Tools Visualization Tool

Company Description

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