

# Sales Strategy and Operations

## About this role

OptiMargin is looking for our first Sales Operations Manager to join a rapidly growing Go-to-Market team. This role will be wide-ranging across our GTM functions, evolving with the needs of the team. You'll work alongside key leaders in Sales, Success, Marketing, Support, Finance, and Growth and will be the driving force in many of our key GTM decisions. You'll manage the tools that give our team leverage — like Salesforce — and any related systems that enable the team to make data informed decisions. This is a unique opportunity for a scrappy self-starter looking to learn and grow alongside a rapidly scaling company and team.

## Responsibilities:

- Partner with our GTM leadership to design and implement new Go-to-Market motions.
- Manage our Salesforce implementation and related systems that enable the broader GTM team to execute optimal workflows and have the right data to do so.
- Prepare sales forecasts and run our headcount / quota planning processes for all GTM functions.
- Attend regular market KPI and business review meetings to provide updates on team projects, performance, and tactics.
- Develop sales & marketing reports or dashboards and proactively drive ad hoc reporting aimed at business growth.
- Collaborate with other analyst and product teams on joint projects involving our revenue and customer data.
- Support Finance in GTM-related FP&A activities, decision making, budget distribution, and tracking.

## Requirements:

- Experience in a highly strategic, analytical, and operational role in fast-paced environments, taking initiatives from conception to launch.
- Exceedingly capable with data; strong expertise in analytics, SQL, and communicating analysis.
- Exceptional attention to detail.

- Demonstrable experience with Salesforce or similar tools. You don't need to have been an admin, but you'll need to run the show mostly on your own. Interested in learning more about other tools to help us level up our GTM processes.
- Proven track record for working well across teams and with external partners. High empathy for all partners you work with.
- Proactive — identifying problems and implementing solutions without being asked. Process oriented mindset and ability to lead people to get things done.