

The Annuity Management Group, specialises in the life cycle management of recurring revenues. Our services and expertise offers technology manufacturers and their channel partners the opportunity to break new ground in the optimization and management of their recurring revenues from maintenance, licensing or service businesses.

Driven by advanced technology, data analytics and experienced service sales experts, we increase sales and income from your service revenue business.

Tesedi GmbH offers IT resellers an innovative and highly specialised complete solution for the management of service agreements of HPE, Aruba, Nimble Storage, HP Inc., and Micro Focus.

In addition, we simplify the administration of maintenance contracts for you across several countries.

Sales Operation Manager (m/w/d)

The Tesedi Sales Operations Manager is responsible for developing and overseeing a smooth and effective sales process to enable growth and international expansion. The goal is to leverage our software tools to increase automation and make the sales process more efficient and intuitive, so our Account Managers can be successful. The Sales Operations Manager has a distinct level of service-orientation, supporting our Account Managers in their daily quoting and selling activities. The willingness to learn and attention to detail to understand sales and quoting processes, software systems, and go-to-market initiatives are key to succeed in this role.

The main tasks & responsibilities include:

Streamlining and optimizing the sales process end-to-end

- Evaluate the performance of the existing sales process and suggest improvements
- Analyze sales performance data and existing processes to make sound recommendations for how to improve funnel performance
- Identify any issues that could impact sales velocity, propose and implement solutions for improvement
- Liaise with stakeholders across other departments, including Finance & Controlling, Marketing, and IT, ensuring the end-to-end sales processes remain consistent

Implementing and managing sales tools

- Manage the major sales tools in place (iAsset and Pipeliner CRM)
- Ensure all sales tools and applications are up to date, audit data for consistency, setup automations
- Manage the implementation of new features on existing systems
- Additionally, evaluate and suggest new tools the company might need in the future

Supporting and training sales and business users

- Ensure the sales team has the tools and features they need to succeed by evaluating usage and capability of the one in place and seek for optimization
- Train the key users, in charge of the 1st level support.
- Provide system administration and 2nd level support

Skills

- Business Acumen
- High degree of service-orientation and attention to detail
- Willingness to learn and develop
- Organizational and project management skills
- Analytics and reporting expertise
- General understanding and interest in CRM and database software
- Experience with ERP or Financial Systems
- Cross functional project management experience

You feel addressed?

Then let's go! We look forward to receiving your application with CV and references by e-mail.

Tesedi GmbH
Herr Alexander Pisch
Otto-Lilienthal-Straße 36
D-71034 Böblingen



personal-DE@tesedi.com

www.tesedi.com

Prerequisites

1. Department

Tesedi Sales

2. Job Title

Sales Operations Manager

3. Full- Part-Time / Salary

100 % / € 60k to € 75k

4. Localization

Boeblingen, Germany

5. Reporting to

VP Sales

6. Requirements

6.1 Education

Bachelor degree in sales and/or engineering

6.2 Further Education

Additional training/education in process optimization, digitalization, project management will be advantageous

6.3 Languages

German – Mother tongue

English – Bilingual / Fluent

French – would be an asset

6.4 Personality

Service-oriented, independent, team- and customer-oriented. Perseverance in the execution of tasks. Well organized, reliable and assertive. Willingness to travel for work. High IT affinity. Ability to share its expertise

6.5 Work experience

Several years of professional experience in sales operations roles, change/digitalization projects or project management tasks. Specialized experience in the IT channel is advantageous.

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