

Sales operations manager



At the moment we are looking for Sales operations manager to lead sales support team and be responsible of processes that meet our territory representatives' and partners' needs.

Key responsibilities:

Build and grow a strong sales support team: create an inspiring environment with an open communication culture, set clear team goals, monitor team performance, motivate team members, discover training needs and provide coaching, provide feedback and listen to team members' feedback, resolve any issues or conflicts

Optimizing operational sales processes to maintain and strengthen efficiency: generate proposals and contracts from tools, make invoicing procedures more efficient, improve partner engagement processes, find ways to work smarter with internal systems

Providing excellent service to our worldwide sales offices, our partners and internal teams: serve as a critical team member of 1ClickFactory sales. Collaborate with multiple specialists, subsidiary representatives, sales team members and partners.

Requirements:

- 3+ year experience as team lead/ manager
- Sales experience in a B2B business
- Strong business sense and IT industry expertise
- Experience in proposal and contract management
- Strong command of English
- Excellent mentoring, coaching and people management skills

We offer:

- Interesting and international projects done by enthusiastic and highly professional teams – 95% of our partners/projects are purely international
- Informal and social working environment in a fast-growing IT organization
- Flexible working hours
- Opportunities for professional improvement
- Innovative hearts and minds

1ClickFactory is a Dynamics 365 software factory. Our high-quality Microsoft Dynamics 365 upgrade, development, and training services, together with our leading Microsoft Azure managed hosting service, help Microsoft Partners offer better business value to their customers delivering solutions on-premises and/or in the cloud. We exclusively serve Microsoft Partners whom we help reduce financial risk, increase scalability, shorten project time, solve resource shortage and increase cost predictability, leading to higher profits and greater revenues. Unlike the traditional ERP upgrade service providers who offer this type of service through 1:1 sourcing of people, 1ClickFactory takes responsibility for the projects, uses automation tools and has performed 500+ Dynamics NAV and Dynamics AX upgrades, 300+ development projects and serves 5,000+ NAV users on Azure. 1ClickFactory is a Microsoft ISV Development Center that is Gold Certified in Enterprise Resource Planning, Application Development and Cloud Platform. We are a global business currently delivering our services to 300+ partners in 40+ countries.