Job Description

Job Title: Head of Sales Operations and Sales Excellence

Contract Type: Permanent

Reports to:Chief Revenue Officer

Location: London

About Us:

We are a secure e-invoicing platform that brings businesses and their suppliers closer together with unique technology that revolutionises invoice processing, maximises efficiency and improves cashflow management. The Tungsten Network also provides users with real-time spend analysis through analytics, and offers access to Early Payment, a form of alternative finance for businesses.

Job Purpose:

The Head of Sales Operations and Sales Excellence will design and implement infrastructure to enhance and support the operation of our sales team, including sales reporting, sales analysis, and Salesforce alignment. The role will proactively identify opportunity for sales process improvement and will work closely with the Chief Revenue Officer to inspect sales process quality and prioritise opportunities for improvement.

Key Responsibilities:

* Improve forecast accuracy by developing reporting structure and metrics to monitor productivity and revenue performance.
* Own the quality, accuracy, and timeliness of standard reporting, developing efficiencies where possible.
* Lead the management and submission of RFPs and Major Bid documents.
* Coordinate sales activities, including, but not limited to proposal reviews, template maintenance, bids and tender process, proposal submissions, customer contracts.
* Challenge and adapt business process and drive sales best practice

Experience and Knowledge:

* A strategic business driver who is passionate about building a successful team and who is highly results oriented
* Significant experience in a commercial role, with a deep understanding of complex sales cycles working with FTSE500 clients
* Proven experience of leading the development and delivery sales, reporting and forecasting improvements
* Experience within the technology space, ideally SAAS, Enterprise platform or Fintech
* Natural leader that inspires teams and collaborates cross functionally
* Excellent knowledge of Salesforce
* Strong business acumen and analytical skills, result-oriented
* Strong interpersonal skills

Education:

* Degree qualified