

## Sales Operations Manager – Job Change – PhonePe Jobs Hiring For Freshers

**Hiring organization**  
PhonePe

### Job Location

India  
Remote work from: IND

**Date posted**  
February 1, 2024

**Valid through**  
31.08.2024

### Base Salary

USD 10 - USD 21

APPLY NOW

### Qualifications

Graduate

### Employment Type

Full-time

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### Description

## Sales Operations Manager

As a Sales Operations Manager at PhonePe, you'll play a pivotal role in our journey to achieve ambitious sales targets. You'll be responsible for driving operational excellence by owning and optimizing the sales funnel, implementing data-driven strategies, and providing actionable insights to our sales teams.

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## PhonePe Careers

### Responsibilities:

- **Process Optimization:** Identify and implement improvements to sales processes, tools, and technologies to enhance efficiency and effectiveness.
- **Data Analysis & Insights:** Analyze sales data to identify trends, bottlenecks, and opportunities for improvement. Generate reports and dashboards to provide actionable insights to sales leadership and teams.
- **Sales Force Automation:** Manage and optimize the CRM system, ensuring data accuracy and compliance with best practices.
- **Sales Enablement:** Collaborate with marketing and product teams to develop sales collateral, training materials, and playbooks to empower sales reps.
- **Performance Management:** Track and monitor key sales metrics, set targets, and measure performance against goals.
- **Reporting & Forecasting:** Prepare accurate and timely sales reports and forecasts to inform strategic decision-making.

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### **Phonepe Jobs For Freshers**

#### **Skills:**

- Minimum 3-5 years of experience in sales operations or a related field.
- Proven track record of successfully identifying and implementing process improvements.
- Strong analytical and problem-solving skills with expertise in data analysis tools (e.g., Excel, Tableau).
- Excellent communication, collaboration, and interpersonal skills.
- Ability to work independently and as part of a team in a fast-paced environment.

#### **Tags:**

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