



<https://jobable.govhelp.in/job/tata-steel-recruitment-2023-24-job-application-sales-operations-manager-post/>

TATA Steel Recruitment 2023-24 – Job Application – Sales Operations Manager Post

Hiring organization
TATA Steel

Job Location

India
Remote work from: IND

Date posted
December 23, 2023

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Valid through
31.08.2024

Base Salary

USD 11,700 - USD 18,000

APPLY NOW

Qualifications

12th/ Graduate

Employment Type

Full-time

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Description

TATA Steel Recruitment 2023-24

TATA Steel, India's leading steel manufacturer renowned for its quality, innovation, and sustainability commitment, is searching for dynamic and results-oriented Sales Operations Managers to join our ever-expanding team in [City, State/Country]. In this pivotal role, you'll be the architect of efficient sales processes, the decoder of market data, and the driving force behind optimizing TATA Steel's sales engine for maximum impact.

TATA Steel Careers

Responsibilities:

- **Process Architect:** Analyze and optimize sales workflows, identifying areas for improvement and implementing streamlined processes for enhanced efficiency and lead generation.
- **Data Dynamo:** Transform sales data into actionable insights, generating reports, forecasts, and market analyses to inform strategic decision-making and sales pipeline management.
- **Metrics Maestro:** Define and track key performance indicators (KPIs) for sales teams, monitoring progress, identifying deviations, and recommending corrective actions to ensure goal achievement.
- **Technology Champion:** Implement and manage CRM systems and other sales automation tools, ensuring teams have the resources and data they need to excel.
- **Collaboration Catalyst:** Foster collaboration between

sales, marketing, and other departments, ensuring alignment and seamless execution of sales strategies.

- **Problem-Solver:** Proactively identify and address sales challenges, developing solutions and contingency plans to mitigate risks and maximize opportunities.

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TATA Steel Jobs near me

Skills:

- **Proven Experience in Sales Operations:** Minimum 5 years of experience managing and optimizing sales operations within a complex B2B environment, preferably in the manufacturing or steel industry.
- **Analytical Acumen:** Strong analytical and problem-solving skills, adept at interpreting data, identifying trends, and drawing actionable insights.
- **Technical Aptitude:** Proficiency in CRM systems, data analysis tools, and other relevant sales automation software.
- **Communication Savvy:** Excellent written and verbal communication skills for crafting compelling reports, presentations, and collaborating effectively with diverse stakeholders.
- **Organizational Skills:** Adept at managing multiple priorities, deadlines, and projects simultaneously, maintaining meticulous attention to detail and accuracy.
- **Strategic Thinking:** The ability to analyze market trends, competitor activity, and customer needs, developing data-driven strategies to optimize sales performance.

Important Links

Find the Link in [Apply Now](#) Button

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