



<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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