

Revenue Operations Specialist

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Company: Saphunt

Location: Ecuador

Category: other-general

The Offer

Opportunity within a company with a solid track record of performance

Join a market leader within the Accounting Industry

Fantastic work culture

The Job

You will be responsible for :

Identify critical issues impacting operations and strategy including productivity insights, lead-to-sales analysis, revenue analysis, and segment/account trends

Facilitate sharing of reports and data with Sales, Customer Success, Marketing, and other departments

Evaluate processes, programs, and systems to increase revenue, minimize costs, and improve customer satisfaction

The Profile

You have at least 2 years experience within a B2B Account Management role, ideally within the the Accounting Industry.

You possess strong analytical skills and are comfortable dealing with numerical data

You are a strong team player who can manage multiple stakeholders

You are highly goal driven and work well in fast paced environments

The Employer

Our client is the #1 practice management platform for accounting firms in the US - we have grown over 100X in the last 5 years and serve tens of thousands of businesses globally with millions of end-clients.

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