

Revenue Operations Specialist

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Company: TaxDome

Location: Ecuador

Category: other-general

About the company:

TaxDome 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.

About the team:

We are a US-based SAAS firm targeting the accounting industry. In other words, we use technology to solve business problems for accounting firms - we are not accountants.

Our team is 300+ people (in over 40 countries!) - we are a distributed team built on the principle of self-management.

Access to management - you will be working closely with the chief revenue officer (along with the sales team) in a collaborative work environment

Customers love us:

We have over 6,000 positive reviews online. When we go to trade shows, customers often say, "Where have you been, I've been looking for this for years!" In many ways, our product sells itself. Your job is to convey that benefit and expand our market share.

The Role

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

Ideal 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

What's on Offer?

Opportunity within a company with a solid track record of performance

Join a market leader within the Accounting Industry

Fantastic work culture

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