

<b>Description</b>	
<b>Job Title</b>	Sales Operations Manager – Fort Myers or Tampa, Florida
<b>Reports to Title</b>	VP U.S. Sales
<b>General Accountability</b>	<p>Our mission is to Profoundly change the standard of care by creating a tomorrow where clinicians can confidently ablate tissue with precision; a tomorrow where patients have access to safe and effective treatment options, so they can quickly return to their daily lives. Changing the standard of care is part of our fabric. We are a group of energetic, problem-solvers focused on innovation, and looking to change the world. We are changing the paradigm for treating diseases such as prostate cancer by using real-time MR Imaging, thermal ultrasound and close-loop temperature feedback control, to gently ablate the diseased tissue with minimal side effects.</p> <p>If you share our values and want to work in a collaborative results focused culture and want to make a Profound impact in healthcare and your career, here is your chance.</p> <p>The Sales Operations Manager reports directly to the VP U.S. Sales. This person is expected to have a roll up your sleeves approach with a willingness to take on and drive operational excellence in order to help support incredible growth and expansion. This manager partners with the sales leadership to enable revenue growth and increase sales by providing effective methodologies, efficient processes, analytics and value added information. They will build and help to standardize business reporting for strategic analysis and internal business review. They also assist in day to day sales administration and operational tasks onboarding and sales training.</p>
<b>Duties and Responsibilities</b>	<ul style="list-style-type: none"> <li>• Partner with the sales leadership to create and maintain sales forecasting</li> <li>• Track sales data and provide analytics of data and make recommendations to VP U.S. Sales and sales team.</li> <li>• Track the end to end process of tracking the sales funnel and operational metrics and delivering regular insights to the business</li> <li>• Identify pain points at every stage of the sales funnel</li> </ul>

	<ul style="list-style-type: none"> <li>• Developing and maintaining daily, weekly monthly and quarterly reports and key performance indicators as well as presentations and board reporting for the VP U.S. Sales</li> <li>• Create and manage sales related policies, procedures, resource documents and materials</li> <li>• Recognizes, develops and implements process improvements within sales</li> <li>• Manage lead qualifications, sales contracts and records, as well as customer tracking</li> <li>• Enhance sales productivity by enabling the sales team to work smarter by simplifying processes</li> <li>• Translate high level sales strategies into system and process requirements</li> <li>• Assists with the onboarding and training process of new sales team members</li> <li>• Assist with training on CRM software and other new technology</li> <li>• Optimize the use of the CRM sales software. Set up reports both in CRM and beyond to track sales operations and identify areas of improvement</li> <li>• Help build lead qualification process</li> <li>• Develop, communicate, and oversee the implementation of strategies for increasing revenue, and in support of sales team.</li> <li>• Interact frequently with internal business partners (operations, finance, other sales ) to drive customer satisfaction, territory , increase sales and resolve escalated issues.</li> <li>• Prepare reports showing performance and present results to VP US Sales</li> <li>• Other support as identified and needed by the business</li> </ul>
<b>Competencies</b>	
<b>Education</b>	MBA required
<b>Certifications</b>	N/A

**Key Attributes  
(experience, skills and  
technical knowledge)**

- Minimum 5 years working experience
- Strong business and sales acumen
- Medical device experience an asset
- Proven ability to translate high level sales strategies into a system and process requirements
- Success using databases and CRM sales software
- Advanced knowledge of and working with Excel
- Strong data management abilities and analytical skills
- A results oriented mentality, conveying a sense of urgency and driving things to closure.
- Well-developed and proven capabilities in problem solving
- Demonstrated strength to both work independently and as well as build effective relationships with others
- Completion of HR courses also an asset
- Ability to perform advanced computing functions