



**JOB DESCRIPTION – SALES OPERATIONS MANAGER  
(INTERNATIONAL)**

<b>Description</b>	
<b>Job Title</b>	Sales Operations Manager (International)
<b>Reports to Title</b>	VP International 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 is responsible for developing and overseeing a smooth, effective sales process to enable the growth of the organization. There will be four key areas in which the Sales Operations Manager will support the sales and revenue goals, sales and finance activities, marketing activities as well as the support of the daily operations. In that role the Sales Operations Manager will be a strong team player and multitasker working closely with the VP int. Sales, the corporate finance and the regional sales teams.</p>
<b>Duties and Responsibilities</b>	<p><b>Support Sales &amp; Revenue Goals:</b></p> <ul style="list-style-type: none"><li>• Oversee the sales funnel: Work with regional sales teams, OEM partners and distributors per region/country to track monthly &amp; quarterly progress and identify/flag major roadblocks regarding forecast and revenue to VP int. Sales</li><li>• Support VP int. Sales throughout the sales process for projects within the indirect markets</li><li>• Keep track of service orders/agreements fulfillment and entitlements, duration and expiration in close collaboration with VP int. Sales, regional sales teams and corporate finance</li><li>• Streamlining and optimizing the sales process</li><li>• Selecting, implementing, and managing sales automation tools</li><li>• Manage CRM data</li><li>• Perform sales forecasting</li><li>• Work with sales leadership to develop organizational goals</li></ul>

	<p><b>Sales and Finance Support:</b></p> <ul style="list-style-type: none"> <li>• Track accounts receivable within the responsible territories relating to purchase orders and service agreements in close collaboration with corporate finance team</li> <li>• Track monthly and quarterly budget vs. actuals with regional sales teams and collaborate closely with corporate finance team</li> <li>• Work with corporate finance team to track monthly and quarterly P&amp;L and report monthly and quarterly to VP int. Sales</li> <li>• Manage and track commission reports for the sales teams and work with corporate finance to ensure timely payments based on the corresponding due dates</li> <li>• Support annual forecast and budget planning for each fiscal year and work closely with VP int. Sales and corporate finance team</li> <li>• Review sales and service T&amp;C's with support of corporate finance and VP int. Sales on a regular basis</li> </ul> <p><b>Daily operations:</b></p> <ul style="list-style-type: none"> <li>• Keep track of sales orders/agreements fulfillment</li> <li>• Quoting support for regional sales teams, OEM partners and distributors</li> <li>• Coordinate weekly sales &amp; marketing calls with the regional sales team</li> </ul> <p><b>Marketing support:</b></p> <ul style="list-style-type: none"> <li>• Support marketing activities for EMEA, Japan, China and APAC in close collaboration with regional sales teams and corporate marketing</li> <li>• Work with corporate marketing and product management functions and ensure that marketing materials are implemented or adjusted to local market needs</li> <li>• Regional trade show and conference support</li> <li>• Regional webinar support</li> </ul>
<b>Competencies</b>	
<b>Education</b>	Master's degree in business administration and/or economics desired
<b>Certifications</b>	N/A

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

1. 4-5 years proven international business experience
2. Business Acumen
3. Organizational Skills
4. Pipeline Management
5. Program Management
6. Analytics and Reporting Expertise
7. Understanding of CRM and Database Software
8. Experience with Financial Systems
9. People Management Experience
10. Experience in international sales support in the area of medical devices
11. Excellent communication skills
12. Multitasking capabilities
13. High degree of independent work and flexibility in work hours
14. Ability to travel internationally if required
15. Ability to work in multidisciplinary and multi-cultural teams
16. Demonstrated ability to get the work done
17. Spoken and written English essential
18. Spoken and written German highly desired