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Sales Operations Analyst

Promethean 52 reviews

Remote

Remote

Full-time

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Job details

Job Type

Full-time

Remote

Indeed's salary guide

- Not provided by employer
 - \$62.3K - \$78.9K a year is Indeed's estimated salary for this role in Remote.
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Full Job Description

Who is Promethean?

Collaborative discovery is at the heart of the learning experience. With more than two decades helping people learn and grow together, Promethean is a true partner for educators, innovators, and business leaders. Our award-winning interactive displays and lesson delivery solutions transform learning and workspaces into creative, connected environments to foster collective success.

At the heart of Promethean is a team of education strategists, designers, and technologists that is dedicated to inspiring engagement and empowering teachers and students around the world. Our goal is to make education technology commonplace in all learning environments, and we strive every day to develop intuitive solutions that speed learning, insights, and creativity.

The Promethean team spans the globe and our work impacts the lives of millions of teachers and students. We stand by our solutions and our employees, offering highly competitive benefits and compensation, as well as providing a work-life balance that lifts and sustains us as we navigate a new future.

We are #TeamPromethean. Join us.

The Sales Operations Analyst will support the sales organization by aligning with global goals and initiatives by driving revenue growth via data analytics and reporting, tool optimization, and the alignment of operational standard processes. You will provide support to the sales team by being a resource for CRM requests, reporting, and general operational support. You will also collaborate with other Sales Operations Analysts on recommendations for changes to standard operating procedures, considering user experience and industry best practices. You should be proficient in sales processes and have some CRM experience.

Responsibilities:

- Handle Sales Operations team inbox requests, which includes actions such

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as new account requests, reporting assistance, partner changes and onboarding

- Onboard new team members and assist in training on new initiatives
- Implement standard methodologies among sales teams
- Engage in collaborative projects that support improved sales development and increased sales opportunities. This may include CRM initiatives and reporting that supports the sales organization.
- Be a super user and part of testing for projects
- Collaborate with cross-functional teams, such as marketing, IT, and Finance, to work towards shared initiatives and reporting/process goals.
- Coordinate processes, as agreed on by the organization, to ensure that the sales model for a region is clearly articulated and reporting is available. This should include end-user and partner reporting.
- Bring forward ideas to help develop processes that can be scaled and templated from the beginning to end of the sales process.
- Conduct training on relevant processes such as standard methodologies such as pipeline, activity logging, and lead management.
- Build dashboards and ad-hoc reporting with additional analysis and observations.
- Work with colleagues to craft both automated and manual reporting for sales leadership, using Promethean's tech stack, which currently includes programs such as Salesforce.com, Excel, and IBM Cognos Report Studio.
- Learn new software and skills within current software used by the company by applying professional/personal development opportunities (ex. LinkedIn Learning).

Requirements:

- 4-year degree or relevant work experience in Business, Finance, or a related field preferred
- 1-2 years sales operations preferred
- CRM experience preferred
- Microsoft Office required
- Intermediate Excel preferred
- Strong presentation skills
- High level of problem-solving skills
- Track record of delivering strong results, seeing initiatives through from start to end, and self-accountability
- Ability to independently apply creativity and problem-solving skills to achieve results
- Ability to work efficiently both individually and in a team environment

At Promethean...

We take our work seriously because it has impact! We empower students worldwide to learn. We are driven to continuously innovate and develop educational technology that inspires students to unleash their potential. We believe in the power of education to change the world and come to work each day with our sleeves rolled up ready to make a difference! However, we also appreciate that life isn't just about work. We are a small company with big rewards and understand that you also need time to unwind. Join a company where you can be your best self, work on challenging problems, and have some fun along the way; join Promethean.

Promethean is honored to be an equal opportunity workplace. We realize that by creating teams rich in diverse thoughts and experiences, our people, company and customers are free to thrive. We are committed to providing equal employment opportunities regardless of race, color, national origin, religion, creed, genetic information, sex (including pregnancy, sexual orientation or gender identity), age, marital status, disability, military or veteran status; or any other protected classifications or characteristics under applicable local laws. In addition, Promethean values privacy and the protection of personal information.

For information regarding personal information we collect and our use of such data please see our privacy policy: <https://bit.ly/2I83hwP>

Please contact recruiting@prometheanworld.com if you have an accessibility request at any point during the hiring process.
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Operations Analyst salaries in Remote

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