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Sales Operations Analyst

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Remote

Remote

Full-time

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Job details

Job Type

Full-time

Remote

Indeed's salary guide

- Not provided by employer
 - \$64K - \$81K a year is Indeed's estimated salary for this role in Remote.
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Full Job Description

Description:

Position Summary

XSOLIS, is a dynamic and entrepreneurial healthcare technology organization focused on creating an environment for our clients where care givers spend more time with patients and less time with their heads down in paperwork. For the first time, healthcare operations can leverage clinical and risk scoring methodologies to better manage medical necessity determinations, patient flow, patient hand-offs, provider/provider communication, accurate reimbursement.

Reporting directly to the Vice President of Sales Operations and Strategy, the Sales Operations Analyst will participate in the optimization of sales/revenue operations processes as it relates to our sales process and reporting systems while contributing to cross-functional projects addressing strategic business issues. The ideal candidate is a critical thinker with strong analytical skills that can anticipate, identify, and problem solve.

Essential Duties and Responsibilities

The essential functions include, but are not limited to the following:

- Work with internal stakeholders to identify and execute reporting needs
- Create and maintain reports and dashboards
- Analyze contracts post sale to understand revenue impacts
- Field ad hoc analysis requests related to total addressable market and white space reporting
- Review and monitor data points within CRM and reporting tools to ensure data accuracy and compliance
- Keep abreast of developments across all product integrations & business processes.
- Provide support to the Provider/Payer Sales teams as necessary.
- Track and report key performance indicators against annual and quarterly goals. Refresh all management dashboards, reports and executive review documents.

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- Maintain and organize Account Assignments within CRM (Salesforce/Hubspot)
- Develop and maintain Sales CRM trainings and documentation as needed
- Report against key metrics for aligned business units within CRM/ & Tableau
- Other duties as assigned.

Requirements:**Minimum Qualifications (Knowledge, Skills, and Abilities)**

- Requires 1-3 years' experience in the areas of Sales Analytics or Operations.
- 1+ years of experience with Salesforce/HubSpot CRM reporting and Tableau
- Self-motivated, self-directed with strong organizational and interpersonal skills.
- Adept with CRM and Reporting/Dashboard software.
- Technical understanding of how process flows relate to the system.
- Skilled at creating reports, dashboards and analyzing data.
- An understanding of Sales Operations best practices and methodologies.
- An innate drive to solve complex problems, collaborate with others and mentor team members.
- Demonstrated ability to produce analysis and documentation to stakeholders .
- Must be highly detail oriented and accurate, extremely organized and able to multitask effectively.
- Must be able to work in a fast paced environment.
- Strong interpersonal skills, able to tactfully respond to scheduling requests and provide alternative suggestions to satisfy all parties.
- Experience in Healthcare SaaS Technology preferred

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