

Revenue Operations Manager

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Company: Recruin

Location: india

Category: other-general

Role Summary: As a Revenue Operations Manager, you will play a crucial role in driving the company's growth by ensuring operational excellence across all revenue-generating processes. You will work closely with the Founder/CEO, leveraging your expertise in data analysis and operational strategy to optimize performance, enhance efficiency, and scale our business to new heights.

Key Responsibilities:

- Data Management:** Collect, analyze, and interpret data across all key metrics to gain insights into business performance. Ensure data accuracy and consistency across systems.
- Reporting:** Develop and maintain comprehensive reports on revenue operations, providing actionable insights to support strategic decision-making.
- Performance Analysis:** Monitor and evaluate the effectiveness of sales and marketing strategies, identifying areas for improvement and recommending solutions to boost revenue growth.
- Process Optimization:** *Continuously review and refine revenue-related processes to improve operational efficiency and scalability. Implement best practices in revenue operations management.
- Cross-functional Collaboration:** Work closely with sales, marketing, finance, and product teams to align efforts and achieve business objectives. Facilitate communication and coordination among departments to ensure a cohesive approach to revenue generation.
- Strategic Support:** Assist the Founder/CEO in strategic planning and execution, contributing to the overall direction and growth of the business.

Skills and Qualifications: Bachelor's degree in Business, Finance, Economics, or a related field. Minimum of 3 years' experience in revenue operations, sales operations, or a similar role within the FinTech / Bank / BFSI. Proficient in data analysis and reporting, with strong analytical skills and attention to detail. Excellent communication and interpersonal

skills, with the ability to work effectively with cross-functional teams.Strong problem-solving abilities and a proactive approach to identifying and addressing challenges.Familiarity with CRM systems, data visualization tools (e.g., Tableau, Power BI), and other relevant technologies.Tools:CRM Systems (e.g., Salesforce, HubSpot)Data Visualization Tools (e.g., Tableau, Power BI)Microsoft Office Suite (Excel, PowerPoint)Project Management Tools (e.g., Asana, Trello)BigQuery / SQL a bonus

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