



## SALES OPERATIONS SPECIALIST – UK OR SWITZERLAND

As Sales Operations Specialist reporting into the SVP Sales, you will be responsible for sales operations across the globe and implementing and managing sales automation practices across the business and leveraging sales efficiencies.

Providing input to the design, development and implementation of sales and service improvement plans, you'll manage the pipeline system, reporting data and status, in addition to liaising with internal stakeholders to deliver a seamless service

### KEY DELIVERABLES

- Leveraging a strong sales automation background to support and drive sales technology adoption across the team, overseeing compliance and management
- Work side by side with the SVP Sales to make strategic recommendations on sales segmentation and coverage
- Play a key advisory role to the sales a Commercial leadership team
- Work closely with marketing to create, implement, and track marketing campaigns

### ROLE REQUIREMENTS

Of graduate calibre, you should ideally have exposure to a sales environment. Quickly able to develop an understanding of our business, financials, products, services and the market, you'll be well-organised, with a straightforward approach to handling problems. In addition to your effectiveness at building relationships and trust, you will also:

- Be familiar with sales force and sales automation systems
- Have experience in sales, business strategy and operations (or equivalent function) with significant exposure to sales teams
- Have highly developed problem-solving skills and the ability to conduct sophisticated analysis, that you translate into easily digestible insights, communications, and presentations
- Have strong presentation skills, and be comfortable engaging with senior leadership team members
- Have flexibility and the ability to adjust quickly to changing priorities.

Akselos is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, and other protected characteristics.

### NEXT STEPS

Please forward a CV/resume with a covering letter to [recruitment@akselos.com](mailto:recruitment@akselos.com)

We thank all candidates for their interest, however, only those selected to continue in the selection process will be contacted.