



<https://viafoura.com/careers/revenue-operations-manager/>

## Revenue Operations Manager

### Description

Viafoura partners with over 600 media brands to engage, convert and monetize their digital audiences. With best-in-class engagement and content moderation solutions — including real-time conversations, live blogs, community chat, personalization tools and AI-powered moderation — Viafoura helps companies create active, civil and loyal online communities. Advanced data analytics also offer customers access to unique and valuable insights into their audience's behaviors and preferences. As a result, the Viafoura solution drives higher registrations and subscriptions as well as better-targeted content and advertising.

We are looking for a Revenue Operations manager to step in and help Viafoura drive to our next phase of evolution. Revenue Operations supports Viafoura's Revenue Team (Marketing, Sales and Customer Success) by ensuring we have an efficient, effective, and aligned go-to-market strategy that is well-orchestrated through people, process, technology, and data across the full customer life cycle. We are looking for a leader with a vision for change that also has the ability to scale and execute through an analytical and process driven approach.

### Responsibilities

- You'll be part of the team responsible for local sales compensation, sales policy, data quality, and pipeline management. You will work in close collaboration with heads of Sales, Marketing and Customer Success in various activities, including planning, execution, forecasting, reporting, compensation, and strategic analysis.
- You will work on sales territory alignment, and pursuit strategy.
- You'll ensure all of our go-to-market systems and processes operate efficiently and scale according to our company growth plans.
- You'll track and report actual performance against goals and metrics to the leadership team via Salesforce dashboards and BI tools.
- You'll work with Sales, Customer Success, Marketing and Business Operations to ensure we increase data quality and the ability to derive critical insights.

### Qualifications

- You must have a minimum of 3 years' experience in Marketing Operations, Sales Operations and/or Business Operations.
- You must have Salesforce knowledge, technical experience with a CRM or other sales ecosystems, as well as workflow design experience and integration with third party vendors.
- You have a deep curiosity of the customer lifecycle, sales processes, reporting, analysis and forecasting.
- You have leadership qualities and demonstrated success of leading with vision.
- You have the ability to effectively communicate across all levels of the organization, and conduct data driven discussions to inform strategy, prioritize initiatives and drive change.

### Hiring organization

Viafoura

### Employment Type

- You have strong interpersonal skills: experience collaborating successfully with diverse cross-functional teams, driving the right work while not being afraid to say “no”.
- You are a problem solver with an analytical mindset and strong business acumen.
- You are self-motivated, have a goal-oriented attitude, and can work effectively as part of a team.
- You are a self-motivated problem solver with an analytical mindset and strong business acumen and are able to manage tasks with competing priorities.

## **Job Benefits**

- Competitive Compensation
- Comprehensive benefits
- Professional Development
- A highly supportive and collaborative Agile team culture
- Choice of technology: Mac, Linux, PC and Abacus (limited)
- A collaborative and open workspace
- Full remote work option