



**Job Summary**

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Vacancy :  
Deadline : Jun 30, 2024  
Published : May 30, 2024  
Employment Status : Full Time  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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StackAdapt is a self-serve advertising platform that specializes in multi-channel solutions including native, display, video, connected TV, audio, in-game, and digital out-of-home ads. We empower hundreds of digitally-focused companies to deliver outcomes and exceptional campaign performance everyday. StackAdapt was founded with a vision to be more than an advertising platform, it's a hub of innovation, imagination and creativity.

Are you analytically driven with experience in revenue systems and business applications? Are you always looking for different ways to increase operational efficiency? If so, we want to hear from you! We are looking for a Business Analyst to help optimize the performance of our revenue teams through owning our revenue systems and applications and fostering cross-functional collaboration.

In this role, you will be responsible for partnering with our revenue teams to introduce innovation into commercial analytics, sales programs, business process design (CRM, go-to-market sales motions), and rhythm of the business activities (pipeline, forecasting, systems management). Working in partnership with global sales leadership and our revenue operations org, you will be a key contributor in maintaining and improving our revenue processes and proactively executing against key areas of business enhancement.

StackAdapt is a Remote First company, we are open to candidates located anywhere in the US and Canada for this position.

### **What you'll be doing:**

- Execute on strategic operational programs to drive forecast accuracy, sales productivity, territory planning, sales process mapping, and efficiencies for the global sales organization. This includes process design, planning, and driving a high level of quality and accuracy.
- Support and design any technical / system based requirements that the revenue teams leverage to manage their workflows eg. Salesforce.
- Participate in the creation of operational workflow and internal process controls, promote the adherence to process and identify potential risks
- Become familiar with the revenue systems & processes to highlight and execute on areas of improvement.
- Manage ad hoc requests to support rhythm of business processes which will include reporting & analytics, system enhancements, and data quality management.

### **What you'll bring to the table:**

- Strong interpersonal skills, deep intellectual curiosity, the ability to communicate structured thinking effectively.
- An ability to dive into details, but also step back and reframe a problem more strategically
- Analytical rigor and attention to detail that applies across overall methodologies and decision making
- Strong ability to multi-task across multiple high priority and time sensitive projects and stakeholders.
- Positive and customer-centric attitude.
- Experience with Sales Platforms, Technologies and Systems (Salesforce, Tableau, Datorama, etc.).
- Proficient in Excel, Google suite

### **StackAdapters Enjoy:**

- Highly competitive salary
- RRSP matching
- 3 weeks vacation + 3 personal care days + 1 Culture & Belief day + birthdays off
- Access to a comprehensive mental health care platform
- Full benefits from day one of employment
- Work from home reimbursements
- Optional global WeWork membership for those who want a change from their home office
- Robust training and onboarding program
- Coverage and support of personal development initiatives (conferences, courses, etc)
- Access to StackAdapt programmatic courses and certifications to support continuous learning
- An awesome parental leave policy
- A friendly, welcoming, and supportive culture
- Our social and team events!

*StackAdapt is a diverse and inclusive team of collaborative, hardworking individuals trying to make a dent in the universe. No matter who you are, where you are from, who you love, follow in faith, disability (or superpower) status, ethnicity, or the gender you identify with (if you're comfortable, let us know your pronouns), you are welcome at StackAdapt. If you have any requests or requirements to support you throughout any part of the interview process, please let our Talent team know.*

### **About StackAdapt**

We've been recognized for our diverse and supportive workplace, high performing campaigns, award-winning customer service, and innovation. We've been awarded:

[Ad Age Best Places to Work 2024](#)

[G2 Top Software and Top Marketing and Advertising Product for 2024](#)

[Campaign's Best Places to Work 2023 for the UK](#)

[2024 Best Workplaces for Women](#) and [in Canada](#) by Great Place to Work®

[#1 DSP on G2 and leader in a number of categories including Cross-Channel Advertising](#)

#LI-Remote

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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