

Revenue Data Manager



Phone :
Web :

Job Summary

Vacancy :
Deadline : Oct 24, 2024
Published : Sep 24, 2024
Employment Status : Remote
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Do you want to impact the hardest working people in the world?

Then Jobber might be the place for you! We're looking for a **Revenue Data Manager** to be part of our **Finance & Operations** department.

Jobber exists to help people in small businesses be successful. We work with small home service businesses, like your local plumbers, painters, and landscapers, to transform the way service is delivered through technology. With Jobber they can quote, schedule, invoice, and collect payments from their customers while providing an easy and professional customer experience. Running a small business today isn't like it used to be—the way we consume and deliver service is changing rapidly, technology is evolving, and customers expect more. That's why we put the power and flexibility in their hands to run their businesses how, where, and when they want!

Our culture of transparency, inclusivity, collaboration, and innovation has been recognized by Great Place to Work, Canada's Most Admired Corporate Cultures, and more. Jobber has also been named on the Globe and Mail's Canada's Top Growing Companies list, and Deloitte Canada's Technology Fast 50™, Enterprise Fast 15, and Technology Fast 500™ lists. With an Executive team that has over thirty years of industry experience of leading the way, we've come a long way from our first customer in 2011—but we've just scratched the surface of what we want to accomplish [for our customers](#).

The team:

The Revenue Operations team sits strategically at the unification of people, process, technology, and data. They work to drive a buyer centric go-to-market strategy and enable the ability for Jobber to engage with the right person, at the right time, in the right way. The team consists of roles that contribute to a whole that is much greater than the sum of its parts.

The role:

Reporting to the Manager, Revenue Data, the **Revenue Data Manager** will be a crucial player in ensuring data accuracy, integrity, and performance across all revenue systems and tools. This individual will manage commissions, support reporting in revenue tooling (Salesforce, HubSpot), help establish a data stewardship program, and act as a liaison between revenue teams and data engineering. The role requires both strategic thinking and hands-on execution to optimize data processes that drive business growth.

The **Revenue Data Manager** will:

• Oversee Commission Calculations:

Accurately manage and calculate sales commissions, ensuring proper alignment with compensation plans and timely payouts.

• Build and Maintain Reports in Revenue Tools:

Develop and manage reports and dashboards within Salesforce, HubSpot, and other revenue platforms to provide actionable data for revenue teams.

• Lead Data Stewardship Initiatives:

Support a data stewardship program focused on ensuring the quality, consistency, and integrity of data across revenue systems.

• Act as a Revenue Data Representative to Data Engineering Teams:

Collaborate with data engineers to align revenue data requirements with broader data architecture, ensuring the needs of revenue operations are met.

• Ensure Compliance with Data Policies:

Maintain compliance with data governance standards and ensure that all revenue data processes adhere to company and regulatory policies.

• Improve Data Integration and Automation Processes:

Identify and lead projects to integrate and automate data processes between revenue systems, enhancing data flow efficiency and accuracy.

• Troubleshoot Data Discrepancies:

Investigate, resolve, and prevent data discrepancies in commission, reporting, and other revenue-related data systems.

• Provide Subject Matter Expertise on Revenue Data Systems:

Serve as the internal expert on all things revenue data, advising teams on best practices for using Salesforce, HubSpot, and other tools effectively.

To be successful, you should have:

• Proven Experience in Sales/Revenue Operations or Data Management:

Demonstrated experience working with data in B2B SaaS environments, especially within revenue systems like Salesforce and HubSpot.

• Strong Understanding of Commission Structures and Calculations:

In-depth knowledge of sales commission plans and their integration within CRM and financial systems.

• Proficiency in Reporting and Dashboarding:

Hands-on experience building, maintaining, and optimizing reports and dashboards in Salesforce, HubSpot, or other related tools.

• Proven Ability to Collaborate Across Teams:

Experience working closely with data engineers, analysts, and revenue teams to build and optimize data solutions.

• Experience in Data Governance and Stewardship:

A strong grasp of data governance principles, with a track record of ensuring data accuracy, security, and compliance.

• Analytical Mindset with Problem-Solving Abilities:

Able to analyze complex data sets, identify patterns, and solve data-related issues proactively.

• Knowledge of Data Integration Tools:

Familiarity with data integration and automation platforms (e.g., MuleSoft, Zapier) to streamline processes.

• Excellent Communication and Stakeholder Management:

Able to explain complex data concepts to both technical and non-technical stakeholders.

• **To be comfortable in an ambiguous and fast-paced environment.** We're growing fast and things are changing every day - what worked yesterday might not anymore.

• **The ability to work on multiple projects simultaneously,** and establish new processes while streamlining existing ones.

• **To be a champion of Jobber's culture and core values** - humble, supportive, and give a sh*t.

It would be really great (but not a deal-breaker) if you had/were:

• Proficient in SQL database language

• Experience with Tableau

What you can expect from Jobber:

Having been named as a [Top 10 Great Place to Work in Canada](#), we walk the talk. Here are just some of the great things you can expect from us:

• A total compensation package that includes an extended health benefits package with fully paid premiums for both body and mind, retirement savings plan matching, and stock options.

• A dedicated Talent Development function, including Development Coaches, to help build the career you want and hit the goals you set, while ensuring you're reaching your fullest potential.

• Support for **all** your breaks: from vacation to rest and recharge, your birthday off to celebrate, health days to support your physical and mental health, and parental leave top-ups to support your growing family.

• A unique opportunity to build, grow, and leave your impact on a \$400-billion industry that has no dominant player...yet.

• To work with a group of people who are humble, supportive, and give a sh*t about our customers.

We believe that diverse teams perform better and that fostering an inclusive work environment is a key part of growing a successful team. We welcome people of diverse backgrounds, experiences, and perspectives. We are an equal opportunity employer, and we are committed to working with applicants requesting accommodation at any stage of the hiring process.

A bit more about us:

Job by job, we're transforming the way service is delivered. Your lawn care provider, home cleaning service, plumber or painter could use Jobber to better connect with their customers, save time in the office, invoice faster, and get paid! We're bringing tens of thousands of people together with technology to deliver billions of dollars a year in services to happy customers. Jobber exists to help make these small businesses successful, and when they're successful we all win!

[Apply for this job](#)

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
