

Revenue Operations Analyst



Phone :
Web :

Job Summary

Vacancy :
Deadline : Jul 01, 2024
Published : Jun 01, 2024
Employment Status : Remote
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Job Description

At Vidyard, we make life easier for sellers, marketers, and corporate communicators. Our video messaging tools, AI tools, and other products are used by Microsoft, LinkedIn, and thousands of other companies. We're passionate about elevating our customers, our teammates, our communities, and ourselves.

About the Role

Vidyard is looking for a collaborative and revenue-minded operations professional who wants to become part of a rapidly growing team. Reporting to our **Manager, Sales Operations**, the **Revenue Operations Analyst** will play a key role in developing the processes, infrastructure, and analysis that inform our go-to-market motion.

You have a well-rounded understanding of revenue and sales team KPIs, process design and system implications, and forecasting. You are energized by the opportunity to be a key individual in helping VY close deals, are eager to learn new skills/ technologies and seek ways to streamline processes. In this role you will be a key member of the Revenue Operations team, working closely with Sales, Customer Success, Finance and Revenue systems teams.

This is a remote role open to candidates located in Canada.

About the Team

Our growing **RevOps** team consists of a diverse and passionate group of individuals across sales operations, marketing operations, systems and tools. Our mission is to enable predictable and scalable revenue growth for Vidyard. We do this by partnering closely with GTM teams across Sales, Marketing, Customer Success as well as Product and Finance to develop the strategy, processes, and analytics that inform our go-to-market motion. Key functions and responsibilities we support include Planning, Forecasting, GTM process improvements, Territory Design, Deal Processing & Order Management, KPI reporting and analysis and, GTM tech stack optimization.

What You'll Work On

- **Sales Process Optimization:** Evaluate and improve sales processes to increase efficiency and effectiveness. To do this, you will collaborate closely with sales teams to identify bottlenecks and implement solutions, as well as Sales Enablement and Sales Systems leads to support behavioural change management.
- **Revenue Data Governance:** Conduct regular audits at month/quarter-end analysis to support business performance reporting. Own the creation, maintenance, and delivery of key datasets.
- **Order management:** Support our Sales team in the quote-to-close process; ensuring our pricing/discounting policies have been followed and all contract-level-data is accurate. This can require liaising with product and legal teams, as well as Sales/RevOps/Finance leadership. Where possible, identify opportunities for process improvement using our tech stack (Zuora, Salesforce).
- **Revenue Planning:** Assist in developing accurate revenue forecasting and financial models. Monitor performance against sales targets and forecasting through dashboards (primarily Salesforce), providing ad-hoc analysis on business performance drivers as needed.
- **Performance Management:** Identify, refine, and track key performance indicators (KPIs) to assess business performance, and most importantly, drive actions to ensure a continuous improvement across all teams. Aid in development of business requirements for stakeholder metrics, leveraging tools such as Google sheets, Salesforce, and BI tools.

What You'll Bring to this Role and Your New Team:

- Bachelor degree
- 3+ years of relevant experience in software SalesOps/BizOps/RevOps, or Sales Strategy
- Curious and analytical. Strong data-driven problem solving skills
- Intermediate excel skills (comfortable with advanced functions, pivots, lookups, etc.)
- Strong project management abilities and high attention to details
- Excellent communication skills to effectively collaborate with key sales leaders and other departments, such as marketing and finance, to ensure everyone is working towards the same goals
- Motivated to work in a fast-paced, dynamic growth environment
- CPQ (Configure, Price, Quote) experience a plus (ideally Zuora or Salesforce)

Job descriptions can be overwhelming. At Vidyard we are motivated to **drive change together** and deeply value the unique experiences, abilities and opinions you possess, so if this role sounds like your next adventure, but you don't feel entirely qualified, apply! We value candidates who **own it**, and if you're **relentlessly resourceful** too, you might be exactly who we are looking for.

As we also value **user obsession**, we prioritize our users, customers and community so you can expect to hear from our team even if you are not selected to move forward.

What You'll Love about Vidyard:

- Competitive pay
- Comprehensive, flexible benefits on day one*
- Wellness allowance to spend on what's important to you
- Flexible hours + unlimited vacation + programs to support travel while working, enabling you to live your best life
- Access to Inkblot, a digital mental health platform + \$1,500/person/year for mental health coverage*
- Allowance to support your ongoing growth and development
- Parental leave top-up
- Paid volunteer hours
- Employee resource groups to empower and drive change at Vidyard and in our communities
- RRSP match*
- Stock options
- Flexible holiday program
- Home office stipend
- Flexibility to work in the place that brings out your best: whether you thrive in the comfort of your home office, or are local to, and prefer the energy of our collaboration space in Kitchener, Ontario, Canada, there is flexibility for all. Although we default to remote-first there will be occasional in-person meetings/events purposefully designed for connection and collaboration.

Vidyard is an equal opportunity employer. Applicants who require reasonable accommodation to complete the application and/or interview process should notify us at recruitment@vidyard.com. Unsolicited resumes from Agencies will not be accepted.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
