

GTM Operations Analyst

[Apply Now](#)

Company: Qualtrics

Location: Sydney

Category: Other-General

The Qualtrics XM Platform™ is a system of action that helps businesses to attract customers who stay longer and buy more, to engage and empower employees to do the best work of their lives, to develop breakthrough products people love, and to build a brand people can't imagine living without. Joining Qualtrics means becoming part of a team bold enough to chase breakthrough experiences - like building a technology that will be a force for good.

A team committed to diversity, equity, and inclusion because of a conviction that every voice holds value, with a vision for representation that matches the world around us and inclusion that far exceeds it. You could belong to a team whose values center on transparency, being all in, having customer obsession, acting as one team, and operating with scrappiness.

All so you can do the best work of your career. We believe every interaction is an opportunity.

Are we yours? ****The Challenge**** The Qualtrics Sales Operations Team is looking for a talented individual who will make a major impact on APJ expansion of the company. We are growing each quarter and we need the right person to join our team.

Qualtrics is looking for a full-time Sales Operations Analyst who will be focused on helping us scale into new markets in APJ, lead our CRM data enrichment program, develop/improve sales reporting and accelerate pipeline/large deals. If you've completed a Bachelor's degree

in Commerce (majoring in Accounting, Finance, Information Systems, Business Analytics, Marketing or Management) and thrive working in a fast-paced environment, Qualtrics will be the right place for you.

****A Day in the Life:**** + Go-to-Market strategy execution (eg: sales territory execution, SAP integration, process improvement, etc) + APJ Lead for our CRM data optimisation and maintenance project + Accelerate velocity across our key deals and pipeline + Develop best practices for CRM hygiene and drive the appropriate cadence with the Sales Teams + Support with reporting and analysis to enable the business to make data-driven decisions + Work closely with the business operations team locally and in the US on operational projects

****What we are looking for:**** + 2-3 years' experience in a similar role OR you have recently completed a Bachelor of Commerce degree from a top tier university (min. distinction average) and have a passion for data analysis+ Good knowledge of the Australian market (knowledge of the APJ market is a plus) + Great attention to detail+ An inquisitive mind – identifying, addressing and solving problems + Basic Excel knowledge (Tableau knowledge is a plus!)+ The ability to work in a team and independently in a fast-paced environment

Qualtrics is an Equal Opportunity employer.

Individuals seeking employment at Qualtrics are considered without regard to race, color, religion, national origin, age, sex, marital status, ancestry, physical or mental disability, veteran status, or sexual orientation.

[Apply Now](#)

Cross References and Citations:

- 1. GTM Operations Analyst Jobs Sydney** ↗
- 2. GTM Operations Analyst Jobs Sydney** ↗
- 3. GTM Operations Analyst Jobs Sydney** ↗
- 4. GTM Operations Analyst Jobs Sydney** ↗
- 5. GTM Operations Analyst Jobs Sydney** ↗

6. GTM Operations Analyst search Sydney ↗

7. GTM Operations Analyst job finder Sydney ↗

1. GTM Operations Analyst jobs ↗

2. GTM Operations Analyst jobs ↗

3. GTM Operations Analyst jobs ↗

Source: <https://au.expertini.com/jobs/job/gtm-operations-analyst-sydney-qualtrics-5140154736/>

Generated on: 2024-05-06 by Expertini.Com