

Sales Development Operations Manager

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Company: Snowflake

Location: Sydney

Category: other-general

Build the future of data. Join the Snowflake team. We are seeking an experienced Sales Development Operations Manager to help us scale a global, best-in-class Sales Development organization by supporting strategy development, delivering organizational insights, and owning flawless execution of initiatives that make our SDRs more productive and efficient. SDRs at Snowflake conduct outbound and inbound prospecting activities to generate qualified meetings and pipeline for Snowflake's sales organization. This role will report into the global Sales Development Operations & Enablement team, with a specific focus on Snowflake's APJ sales development team and broader go-to-market operations in the region. You might be a Sales Operator looking to get closer to the front-lines of pipeline generation, a revops consultant looking for the next rocket ship ride, or an analytics pro with a passion for sales. YOU'RE A GREAT FIT IF YOU: Have 5+ years of experience in marketing ops, sales ops, or business operations/analysis Understand how IT, sales, marketing, finance, and sales planning interweave with the SDR function Can prove your ability to translate data into meaningful insights that drive business outcomes Can demonstrate your ability to define and deliver on a project plan, while proactively identifying and removing blockers to project success Understand how to translate business process changes into meaningful documentation Possess the following technical skills: Salesforce Sales Cloud administration, reporting & dashboarding Outreach sales engagement administration Excel proficiency (intermediate-advanced) SQL proficiency (nice to have) Tableau proficiency (nice to have) WHAT YOU'LL DO: Planning Play a key role in the headcount, quota, and territory planning process both quarterly and annually Support

compensation plan design and administrationExecute territory alignment updates within CRM and maintain reporting on regional coverage of the sales teamProactively provide insights on actuals vs. plan and prepare VP-level presentationsPartner closely with the Director of Sales Development, APJ on strategy and investment decisions Process Define and implement enhancements to the lead-to-opportunity funnel processEducate cross-functional teams (sales operations, marketing, field sales) on the SDR motion and significant process changesMeasure and optimize marketing to SDR handoffs and SDR to sales handoffs Author business process documentation in LucidChart, Google Slides, and Google DocsPartner with the SDR Enablement lead in APJ on communications and training across the SDR team in APJ Systems Author business requirements documentation for IT to execute enhancements within Snowflake's core sales & marketing systemsDesign and conduct User Acceptance Testing to ensure technical solutions meet business requirementsScope and evaluate the need for new technologies specific to the APJ SDR team

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