**Position description**

**Director - Sales Operations**

**Name:** Vacant

## 

## Job Details

[Organization X] knows that sensible processes and insightful data are at the heart of a successful sales workflow. We’re searching for a driven individual who can help us build a team to streamline daily sales operations to ensure efficiency and quota adherence across the sales force.

**Reporting to:** Vacancy

**FTE:** 1

## About the company

This job description is from a Sales organization template modelled for a typical midsized enterprise B2B SaaS. (E.g. ~100-125 employees, ~Series B fundraising completion, ~$5-$25M ARR). Job roles and accountabilities are a guide only based on Functionly's org design team experience and research. Salary is a guide only, and intended to be in $AUD, sourced from mean salaries within the $5-$25M ARR band from Think & Grow 2021/22 Australian Startup Salary Guide. USA customers could try use https://topstartups.io/startup-salary-equity-database/ data to find market salary data within different categories. <Replace with your own information>

## Roles and responsibilities

Director - Sales Operations -

* Sales Operations
  + Develop and optimize the end-to-end sales pipeline
  + Manage all sales operations (automation and tools administration, playbooks and CRM systems)
  + Collaborate with sales leaders to both provide insights and understand operational blindspots that can be improved
  + Support compensation design to determine the metrics and targets that the teams within Sales are measured on
* Sales Training and Coaching
  + Plan and direct staffing, training, and sales performance coaching

## Accountable metrics

* SO: % AEs hitting quota
* SO: Pipeline stage tenancy
* SO: Strategic based metrics (e.g. project completion/rollout)

## Compensation guide\*

* AUD $NA (base only)

[signature block]

Signature\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date\_\_\_\_\_\_\_\_\_\_\_\_

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