



Position: Sales Operations Specialist

As a Sales Operations Assistant with Asavie Technologies you will be responsible for helping to develop, assist, monitor, analyse and drive the Sales agenda of a company that is going through a period of massive growth and development. A willingness to learn, collaborate and contribute professionally to the culture of Asavie are fundamental to your success in this role. We are seeking enthusiastic, organised Sales Operations Professionals who can communicate fluently with team members at all levels and has an intimate knowledge of Salesforce.com and other Sales Management Programmes.

Location: Dublin 2 / 4, Ireland

Languages: English – excellent spoken English required.

Responsibilities:

- Support the definition and implementation of the Asavie sales process.
- Assist in tracking Sales Data such as performance against plan, forecasting and quota attainment.
- Helps sales, services, marketing and finance teams to optimize usage of Salesforce.com.
- Track and prompt accuracy and completeness of data entry into Salesforce.com.
- Create and run monthly and Ad Hoc reports in Salesforce.com.
- Lead qualification as required.

General Requirements:

- 2+ years' experience in a Sales Operations function.
- Familiarity with sales management systems.
- Excellent communication skills.
- Excellent organisation skills.
- Analytical mid-set.
- A willingness to learn, develop and improve continuously.
- A person who lives the values of the organisation and contributes to the development of our positive 'can-do' culture.

Skills Required:

- Excellent Excel Skills
- Excellent Salesforce.com knowledge
- Superb communicator and Team member
- Knowledge of the Mobile operator and IoT market preferred but not essential.



About Asavie

Asavie is the world's leading developer and provider of cloud-delivered, secure connectivity services to mobile Carriers. Asavie's unique Software-as-a-Service (SaaS) connectivity solution delivers seamless connectivity to the Carrier's customer, regardless of network, technology and locations. This market is poised to grow from zero to almost a billion dollars per year in the next 5-10 years. We encourage employees to continue to upskill and offer attractive bonuses for exams and certifications, along with study time and a lab environment. We feel it is important to provide an environment where our employees grow with our company.

Asavie Technologies is an equal opportunities employer.

How to Apply

If you think you have what it takes to really make a contribution in our company then email your CV and cover letter to careers@asavie.com. We offer higher than average compensation reflecting the calibre of person required.