**Job Title:** RevOps Manager

**Location:** [Location, optional for remote]

**About the Company:**

We are a fast-growing B2B SaaS company focused on empowering businesses with our [describe your SaaS product briefly]. We’re looking for a RevOps Manager to join our team and support our growth by building and optimizing scalable revenue operations across the customer lifecycle.

**Job Description:**

The RevOps Manager will be responsible for aligning our Marketing, Sales, and Customer Success functions to create an efficient revenue engine that drives predictable growth. This role will oversee the operational processes, tools, and analytics that support our go-to-market teams, optimize revenue funnels, and ensure seamless handoffs across departments. Reporting to the Head of Revenue Operations, the ideal candidate is a data-driven strategist who enjoys diving into analytics, refining processes, and implementing technology solutions to accelerate our revenue performance.

**Responsibilities:**

• **Cross-Functional Alignment:** Work with Marketing, Sales, and Customer Success teams to ensure all revenue-generating activities are aligned and contributing to our business goals. Build a cohesive revenue framework that enhances collaboration.

• **Process Optimization:** Develop and refine end-to-end revenue processes for lead generation, pipeline management, sales forecasting, and customer retention. Identify bottlenecks and implement solutions to improve efficiency.

• **Technology and Tools Management:** Oversee the selection, implementation, and optimization of RevOps tools (e.g., CRM, Marketing Automation, Customer Success platforms). Ensure the tech stack aligns with strategic objectives and enhances data flow across systems.

• **Revenue Analytics and Reporting:** Build and maintain dashboards and reports to track KPIs across the entire revenue lifecycle. Analyze data to uncover insights, predict trends, and make data-driven recommendations to leadership.

• **Forecasting and Planning:** Support revenue forecasting by providing clear data insights and by managing and enhancing forecasting models. Assist Sales leaders in planning resources and setting quotas.

• **Data Management and Quality:** Ensure data accuracy and completeness across our CRM and other platforms. Drive data governance practices and lead initiatives to maintain clean and actionable data.

• **Enablement and Training:** Support revenue teams by developing and delivering training on tools, processes, and best practices. Ensure team members have access to the insights and resources they need to be successful.

• **Project Management:** Manage cross-functional projects, from new tool implementations to process rollouts, ensuring timely and effective execution.

**Requirements:**

• 3-5+ years of experience in Revenue Operations, Sales Operations, or similar roles in a B2B SaaS environment

• Strong understanding of end-to-end revenue processes, including lead generation, pipeline management, and customer success

• Experience managing CRM platforms (e.g., Salesforce, HubSpot) and related revenue tools

• Analytical skills with the ability to turn complex data into actionable insights

• Proven project management skills with a detail-oriented and organized approach

• Excellent interpersonal skills and the ability to work cross-functionally

• Strong communication and presentation abilities; able to translate data and process into understandable concepts for different audiences

**Preferred Qualifications:**

• Experience working in a high-growth SaaS environment

• Familiarity with additional analytics and visualization tools (e.g., Looker, Tableau, Power BI)

• Experience in quota planning, territory design, or forecasting models

• Certifications in relevant tools (e.g., Salesforce Admin) are a plus

**Why Join Us?**

• Opportunity to play a key role in building a scalable revenue engine for a high-growth SaaS company

• Collaborative and supportive work culture that values innovation and initiative

• Competitive salary and benefits package

• Room for growth and professional development within the RevOps space

**How to Apply:**

If you’re ready to help drive sustainable revenue growth through process excellence and data-driven decision-making, apply by submitting your resume and a cover letter outlining your experience and why you’re a great fit for this role.