



Job Description – Sales Operations Manager

The Sales Operations Manager is an experienced sales professional with a proven track record of providing sales operations support. This self-starter needs to be a credible professional with the self-confidence, integrity, intellect, and strong work ethic. The ideal candidate will be certified in HubSpot CRM and responsible for the processes, tools, CRM hygiene, and various reports that support both our Sales and Marketing teams.

Responsibilities:

- Manage HubSpot CRM to provide timely and accurate reporting.
- Create various customize functions, dashboards, and reports in HubSpot CRM.
- Ensure HubSpot CRM records all prospecting and account activity accurately.
- Frequently provide accurate weekly, monthly, and quarterly reports.
- Assist sales and marketing teams in determining customer outreach methods.
- Train sales and marketing teams on sales support technology selected.
- Embrace and consistently support Agrify's sales system, sales process, and pipeline methodology.
- Cross matrix leadership and communication
- Lead integration of Hubspot with Netsuite, Concord and Teamwork
- Lead process development & implementation and drive adherence across departments

Requirements:

- HubSpot CRM developer certification, with the ability to perform advanced computing functions.
- Familiarity with sales databases and sales support software/ tools
- Strong analytical skills
- Passionate ambition and drive
- Swift problem-solving abilities
- Outstanding communication skills
- Minimally 5 years of sales operations support experience
- Minimally a bachelor's degree

If you believe you are an ideal candidate and want to join the Agrify team, then contact us at careers@agrify.com