

Sales Operations Analyst - Japan

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Company: Fortinet

Location: Osaka

Category: other-general

Location: Japan (Fukuoka, Kawasaki, Nagoya, Osaka, Sendai, Tokyo)

Role Overview:

As a Sales Operations Analyst you will be relied upon as an important business partner to the Japan Sales Leadership team. Core functions for this role include: Business Process Support, Territory Management, Data Analytics and Project Management.

In this role you will be a go to resource for the Sales leadership team and frequently asked to work in a cross-functional team including Sales, Marketing and Finance.

This is a challenging position with the opportunity to directly impact the effectiveness and success of the sales organization and improve company profitability.

Responsibilities:

Project Management: Interface with Sr. Management to drive transformation Initiatives across the Japan region.

Strategic Planning: Participate as part of a team of professionals from Sales, Operations, Finance and Marketing to develop plans that support the company strategic initiatives and strategies that achieve revenue growth.

Forecast / Pipeline Analytics: Assist management with the weekly, monthly and quarterly forecast process and the annual budget process.

Territory Management: Partner with the sales leadership at all levels to create a more focused coverage model for all Enterprise accounts. Implement changes to the coverage model to promote revenue growth and improve customer experience. Coordinate the territory

planning across all sales areas to allow for continued hiring within the sales organization.

Segmentation Analysis: Work with the existing data to understand where focus is needed to drive the right focus and activity for our sales teams.

Sales Enablement: Help to educate our sales teams on the business process and proper use of our sales tools.

Business Process: Provide direction and leadership to the broader sales organization to drive greater efficiency and compliance with business process. Deliver continuous improvement in the capture of data in SFDC which results in greater intelligence for the organization.

Data Analytics: Analyze and report key performance indicators related to Sales Productivity, Market share, Pipeline development, Forecast accuracy, product trends, margin trends and other key metrics.

System & Tools: Drive the adoption of new sales tools and automated systems; maintain and utilize current automated systems.

Communicate with peer professionals in supporting teams to develop and share best practices and ensure standardization across geographic regions.

Requirements:

A minimum of 5 years of experience is required.

Demonstrated ability to have successfully completed complex projects with coordinated efforts of several peer groups.

Strong business and data analysis skills including building reports, complex spreadsheets, and databases to measure business performance.

Strong oral and written communication skills in both English and Japanese. This individual must work effectively with staff to Vice President level employees within the organization.

Ability to work collaboratively and act in a lead role as a subject matter expert, within a team environment to meet aggressive goals and pre-defined measurement criteria.

Solid understanding of financial concepts and business operating model.

Creative approach to problem solving.

Program Management training or demonstrated experience.

Ability to work independently in a dynamic fast paced environment, with minimal supervision.

Technical Skills: SFDC Tableau Excel

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