Revenue Systems Manager - Remote

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Company: Monetize More Inc

Location: , , Pakistan

Category: business-and-financial-operations

MonetizeMore builds industry-leading ad technology that is seen by more than 300M+ people per month. The company has been running for 12 years achieving consistent double-digit growth each year with a team of 250+ team members spread across the globe.MonetizeMore offers location and schedule freedom to every one of its team members. That means that you would have the lifestyle autonomy to choose to work from anywhere in the world, during the time of day you prefer. This new-age work lifestyle would enable you to engineer your ideal lifestyle. Say goodbye to endless commutes, stuffy business attire, and the arbitrary 9 to 5 work-day. Take your life back into your hands by joining the MonetizeMore team!Role Overview:In this role you'll spearhead the enhancement and streamlining of our technological infrastructure, primarily targeting tools essential for Marketing, Sales, and Customer Success departments. Your objective is to create processes, refine functionalities, and incorporate new systems, all while steering the RevOps team towards operational excellence.Key Responsibilities:Tech Stack Management: Maintain and refine our current tool stack, focusing on Marketing, Sales, and Customer Success. Pinpoint and resolve deficiencies in processes, integrations, and automations, improving tool effectiveness.Data Modeling and Analytics: Develop data models and utilize advanced data analytics techniques to analyze trends, forecast outcomes, and support business intelligence efforts, driving data-driven decision-making across the organization.Cross-functional Collaboration: Create strong partnerships with stakeholders in the Data Platform team and the Revenue Department to support operations with data that is clean and reliable.Project Management: Lead and manage cross-departmental projects from inception to completion, ensuring they

align with business objectives and are delivered on time. Apply project management best practices to coordinate resources, manage timelines, retrospect when necessary and ultimately achieve desired outcomes.Team Management: Cultivate, mentor, and lead an engaged team focused on refining our revenue operations. Promote a Kaizen-oriented atmosphere and steer your team towards both individual development and organizational success.What we're looking for:Expertise in Software Tools: Expert-level knowledge of sophisticated software tools is necessary, preferably Salesforce. Deep understanding of system integration and data management practices.Critical Thinking and Problem-Solving: Curious mindset with advanced critical thinking capabilities, resourcefulness, and the adeptness at solving complex challenges with an organized approach.Collaboration and Communication: Proficiency in managing stakeholder relationships and communicating effectively with various organizational tiers and departments.Innovation and Flexibility: Track record of process improvement, automation, and optimization. Adaptable and resilient in uncertain and complex scenarios.Project and Team Management: Documented success in project leadership and team management within agile, fast-paced settings.Preferred Qualifications:Experience in a B2B SaaS software or technology company.Bachelor's degree in a relevant field or at least 4 years experienceExpertise with productivity tools like Notion.Recognized Project Management certificationWhat we offer:Competitive Salary: Our salary formula adjusts to your cost of living and experience.Work remotely: Live and work wherever you like!Flexible working hours: You have the autonomy to set your own scheduleRetreats: We meet in person for company get-togethers.Professional Career: Growth, trainings, and learning opportunityIf you think you are a good fit to join our RevOps Department, please apply on this side bar and give specific reasons what sets you apart. We hire individuals, not robots so don't be afraid to show a little personality.We make hiring decisions based on your experience, skills and passion. Please note that interviews are conducted virtually.

#J-18808-Ljbffr

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