



Vega is seeking to hire a skilled **Sales Operations** pro. In a rapidly growing cloud startup, you have the opportunity to join an amazing team led by awesome founders, who have over a decade of experience. The ideal prospect is highly productive, fun, and thrives in a fast-paced startup environment.

Our Culture

Our number one goal at Vega is happy culture, happy people, happy clients. In addition, we are obsessed with helping businesses achieve greater security and optimization. We encourage creative problem solving, rapid innovation and bold goal-setting. Our relatively flat organization structure keeps everyone informed and enables people to get involved in solving the problems they care about most. We are a close-knit team moving fast to deliver value to our customers and continue pushing the envelope as we innovate for ease of cost savings & security in the public cloud.

Your Mission

- Analyze sales pipeline data to develop tactical and operational tools for sales team
- Identifying process optimization opportunities and partner operations to implement recommended changes
- Provide the sales and account management teams with performance reporting
- Support weekly, monthly and quarterly pipeline reporting and forecasting for the sales organization and leadership
- Manage all aspects of sales-own data across all systems
- Ensure sales and contract data is accurate
- Help set goals for the sales team

Requirments

- Team player with a positive attitude
- Bachelor's degree in relevant discipline
- Experience successfully implementing, administering and manager sales operations processes and tools
- Excellent analytical and communication skills- verbal and written
- High proficiency in Excel and other Microsoft Office applications
- Passion for data and the ability to present it in a simple digestible manner
- Propensity to thrive in a fast-paced, rapid growth startup environment

Please submit your resume to [**careers@vegacloud.io**](mailto:careers@vegacloud.io) with the title of the role you're seeking as the subject line.