

Sales Operations Manager (f/m/d)

You are a team player and want to help to scale a fast-growing Austrian start-up? You are interested in digital business models and you have an affinity for online marketing/e-commerce? You want to take ownership of processes and systems to have a huge impact on the business to achieve growth?

Then shopstory is the right place for you! Together we want to revolutionize the online marketing market with our proprietary AI-based software and give our customers (onlinestores) an effective tool to succeed in the digital world.

Your tasks:

- As Sales Operations Manager you are responsible for the technical and functional implementation and further development of Salesforce
- You analyse, create and constantly improve processes in the Salesforce Suite (Sales Cloud, Service Cloud and Marketing Cloud)
- You will be a sparring partner to our Sales and Customer Success team to further drive development of our processes and systems to achieve growth and productivity
- You support the business development strategy, optimize workflows, implement sales projects and initiatives
- You collaborate with various stakeholders and report directly to one of the co-founders

Your profile:

- 2+ years relevant project experience in CRM environment, Salesforce experience preferred
- Experience in implementing and constantly improving cross-department business processes
- Ambitious, curious and passionate about startup culture and technology
- High customer and service orientated teamplayer
- Fluency in English, German language skills are a bonus

Your time with us:

- Wide range of tasks with room for personal initiative, independence and responsibility
- Startup working atmosphere (including work equipment) in an interdisciplinary team with flexible working hours as well as a nice office with a fitness room
- Further employee benefits (e.g. prepaid card with 4.40 € restaurant budget for each workday)
- Working together with a young and highly motivated team
- The opportunity to build up a software and AI startup
- Compensation with appropriate qualifications: gross annual salary starting at 42,000 €

Apply now!

Are you interested or do you have any questions? Then let us make ads easier together. We are looking forward to receiving your application (CV, certificates, references). You can find more about us directly on shopstory.ai/karriere.

