



Prague - Czech Republic

Sales Operations and Support Manager (Sops)

NEXT Biometrics manufactures fingerprint sensor modules based on the patented *NEXT Active Thermal™* principle. Its sensors are used in a wide scale of solutions and by many manufacturers, including 1st tier manufacturers like Dell and Fujitsu.

NEXT Biometrics' solution typically consists not only of hardware, but also several layers of software: firmware, drivers, SDKs and in some cases also applications. For the Sales group we are looking for an experienced **Sales Operations and Support Manager (Sops)** to support the sales team in driving the sales process end-to-end from a data perspective, collaborate with Operations, Marketing, and sales team and ensure alignment with strategy, process, and reporting. The Sops owns sales reporting and analysis of all aspects of the Sales operation including pipeline, performance metrics, trends, forecasting and opportunities.

It is expected that in this position you will lead a small team of more junior developers. Your office will be located in Prague, Czech Republic.

Responsibilities

- SFDC – responsible for the maintenance and management of Salesforce.com data, preparation and management of sales reports ensuring sales people comply with their responsibilities
- Analysis – defining, tracking and reporting sales performance metrics and trends
- Forecasting – managing and maintaining forecasting process
- Reporting – creation, validation and distribution of all sales reports
- Pipeline reviews – providing reports and data required to support pipeline reviews
- Process – create and maintain documentation for core sales process
- Tools – SFDC, Excel and other platforms
- Bid Management – owner of the process and responsible to ensure we deliver tender responses on time
- Pricing – define price list for direct and indirect sales, communicate to sales team
- Sales & marketing support – maintain product collaterals repository, define and maintain customer proposal templates, market watch, aggregate competition information, aggregate market numbers: TAM, market share, asp,..

INTERFACES

- Sales – Sales team
- Operations - supply chain
- Finance/Controlling – actuals, budget, pricing
- Product Line

Essentials:

- While you are able to work independently you are also a good team player who can easily cooperate with others, trusting and respecting each one different points of view. You have a relevant experience in the sales process, forecasting and reporting arena. Good interpersonal skills and comfortable with working with sales people and senior management teams.



- You are familiar with SalesForce.com and have experience of automating and scaling Excel spreadsheet-based reports into a set of global management reports such as Monthly Sales Reports (Forecast, Pipeline Analysis) and Weekly Sales Forecasting Reports.
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- You are best equipped for this task if you have:
- A Master degree from a well known Business School
- At least 5 years of relevant experience in sales ops and sales support
- Your own experience in sales
- Experience in smart card or secure semiconductor industries is a significant plus
- Strong communication skills
- Native or fluent in English. Second language German, French or Spanish is a plus
- Availability to travel within EMEA region and occasionally in US

Apply at:

[Sales Operations & Support Manager](#)

NEXT Biometrics is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at NEXT are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. NEXT will not tolerate discrimination or harassment based on any of these characteristics. NEXT encourages applicants of all ages.