

ZutaCore is looking for new talent to join the Sales team. **ZutaCore** is a fast-growing, well-funded private company, provider of the HyperCool[™], direct-on-chip, two-phase liquid cooling systems for the booming data center market. We work with an ecosystem of leaders across the global data center value chain to enable a sustainable digital transformation.

We invite you to join our purpose-driven culture. A culture of passion and optimism. A culture of caring about our customers, each other, and our world.

- We are bound by a shared vision and a strong culture
- We are committed to the highest quality standards for all our products and services
- We consistently provide the best service in our industry
- We believe everything is possible
- We play as one, and we are all a part of a winning team
- We take action and responsibility

Job description

Title:	Sales Operations Analyst
Scope:	Full-time
Location:	TBD
Travel:	Some nationwide and international travel

Responsibilities

- Spearhead and establish sales operations structure for ZutaCore including processes definition and implementation, systems and tools, sales analytics, reporting, etc.
 - Own all aspects of sales enablement:
 - Creation of sales training materials and timely delivery and compliance.
 - Define, establish, and maintain the sales toolkit and required documents.
 - Define and establish opportunities and lead the management process.
 - Establish cadence, format, and lead regular sales and leadership meetings
 - Define cadence and build content for project communications, QBRs, sales newsletters, and other ad hoc communication needs.
 - Own the entire process:
 - Review sales orders, quotes, inquiries about product availability, and other sales-related questions.
 - Sales funnel, Operational metrics, Key insights.
 - Lead generation
 - Track and analyze key sales metrics: Reporting, KPIs, QBRs, forecasting models.
 - Provide continuous sales and process improvements for Sales Management and Sales Teams.
- Work in concert with ZutaCore marketing, Sales, and Partners on lead generation processes, efforts and activities. Define criteria and processes for effectively managing lead generation and distribution to Partners and ZutaCore sales.

- Administers guidelines for consistent quoting.
- Define, implement, and own all aspects of sales data analytics and reporting. Proactively monitors and strives to maintain high levels of quality, accuracy, timeliness, and consistency.
- Work with the senior leadership team and proactively manage and report on all global sales pipeline activities and risks.
- Create and execute operating cadences for the pipeline, forecasting, and renewals. This includes running forecast meetings, identifying insights from key metrics, and driving process improvements.
- Research, prepare, and manage sales orders, quotes, timely and complete RFI responses, and SOW creation for customers according to specifications and information provided.
 - Provides reliable information regarding product specifications, product suitability, pricing, and availability.
- Ensures associates and sales agents are trained on systems, sales SOPs, and product knowledge.
- Assists in resolving issues associated with order processing, product availability, price, and product delivery.
 - Follows up with customers to ensure satisfaction.
- Follows up on all sales orders to ensure full shipment/fulfillment.
 - Reviews the daily reporting and expedites customer delivery needs.
- Handle all customer inquiries and problem resolution when an account manager/salesperson is not available.
- Coordinate sales forecasting, planning, and budgeting activities.
- Own the partner/reseller program and the on-boarding process, including partner registration, partner training and certification compliance, partner sales performance tracking, deal registration, etc.

Qualifications & Experiences

- Bachelor's Degree in a business-related field or equivalent work experience.
- Minimum two years (2) relevant experience in a business-to-business sales environment.
- Demonstrated proficiency in managing analytically rigorous initiatives.
- Proven experience managing and administering sales/technology platforms.
- Strong written and verbal communications and strong PC / Microsoft Office suite proficiency.
- Excellent organizational skills with some Project Management experience
- Analytical, data-driven, and comfortable presenting the data and analysis to senior leadership.
 - Demonstrable experience in using data-driven insights to improve sales productivity and performance, including owning the analysis, defining key objectives, and problem-solving cross-functionally to achieve short- and long-term results.
- Demonstrated ability to identify opportunities for, and deliver results on, sales process automation resulting in increased sales productivity.

Contact Details:

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