

PROJECT MANAGER, SALES EFFECTIVENESS

Eagle's Flight is seeking a highly self-motivated, results oriented sales operations professional to consistently improve our sales processes, manage sales effectiveness projects and support the sales and marketing leaders in driving the transformation of the sales and marketing team to compete in today's B2B sales environment.

This role will focus on creating standard sales processes based on the latest thinking and best practices, that is optimized by using all relevant data to continuously improve the process and in turn the sales results. Enduring adoption of all processes across the marketing and sales team will be key to the success in this role.

Reporting to the Executive Vice President of Marketing and Business Development, this role is focused on managing various projects and executing all tactical elements required. In addition to managing sales effectiveness projects, a key component of the role is data analysis and creating the needed reports for Sales team leaders, Marketing and the Head of Sales and Marketing.

This is a full-time position.

Sound like you? If so, find more details on the following page.



In This Role You Will Focus On:

- Monitoring and reporting of sales activities and sales execution to standard in the Contact Relationship Management system
- Data Analysis and reporting of:
 - Marketing and sales funnel health
 - Sales ratios
 - Lead follow up
 - Sales reps productivity and activity
 - Training implementation and impact
 - Tracking of sales initiatives
 - Major account and opportunity management

*The role will be expected to provide insights for improvement in addition to the data.

- Sales Process Codification and Improvement
- Active Coordination and Implementation of all Sales Effectiveness Projects
- Initial compliance requests to members of the sales team before escalation to their manager
- Management of Sales and Marketing improvement projects

You Must Have:

- Previous sales or sales effectiveness experience in a professional services industry
- Strong collaboration skills
- Strong data management and analysis skills
- An undergraduate degree in business or equivalent and previous sales process management experience would be considered a significant asset
- Proven track record of tenacity and courage
- Strong tactical coordination skills
- Ability to Work and Produce Results in a High-Paced Environment
- Previous experience utilizing HubSpot and Dynamics is considered an asset

About the Team You'll Be Joining

Exceptional Service – Absolute Quality – Genuine Friendliness – Leadership Excellence – Ethical Profit

Our Team is renowned for the ownership they take in the quality of their work and delivering incredible outcomes together. As a result, we are a close knit family that is energetic, and collectively owns creating a positive environment. We do this through our strong commitment to our values.

Eagle's Flight employees who demonstrate high performance and commitment will have the opportunity for career development and advancement within our team.



If this sounds like you, we'd love to hear from you!

To apply, please send the following **three** things:

1. Cover letter
2. Resume
3. 1-2 minute video telling us about yourself and in what ways you will add to the Eagle's Flight team

Applications can be sent to comesoarwithus@eaglesflight.com. Please include **Project Manager, Sales Effectiveness** in your subject line.

We thank all applicants for their interest; however, only those selected for further consideration will be contacted. If you are a person with a disability and require accommodation to successfully apply, please email us to make your accommodation request.