



JOB DESCRIPTION

ROLE TITLE	Revenue Operations (RevOps) Manager
COMPANY	TerraQuest Solutions Limited
DEPARTMENT	Business Development
REPORTS TO	Chief Revenue Officer
DATE	15/03/2024

Role Summary

Are you someone with a genuine passion for Revenue Operations who is looking to make a meaningful impact? Then TerraQuest is right for you.

Why do we exist? We power land, property, and infrastructure to build the strong economy necessary for a fairer society.

TerraQuest is the leader in services, technology and data in the land, property, and infrastructure industries.

We've grown by more than 20% YoY for the past decade. However, to take that next step, TerraQuest requires a passionate, accountable, and motivated RevOps manager to drive a critical area of the business forward.

You'd be responsible for building and growing RevOps from the ground up. This is a role where you'll look back in 2-3 years with great pride.

Responsibilities

Revenue Strategy Development : Collaborate with executive leadership to develop and implement revenue strategies aligned with company goals and objectives.

Process Optimisation: Evaluate and optimize revenue operations processes across sales and marketing to improve efficiency, scalability, and alignment.

Sales Performance Analysis: Analyse sales performance metrics, pipeline data, and conversion rates to identify trends, opportunities, and areas for improvement.

Forecasting and Reporting: Develop and maintain accurate sales forecasting models and reporting dashboards to provide insights into revenue performance and inform decision-making.

Technology Implementation and Integration : Evaluate, implement, and integrate sales and marketing technologies, including CRM, marketing automation, and sales enablement platforms, to streamline operations and improve productivity.

Data & Lead Generation: Leverage data to create propensity models that drive leads to sales, playing a key role in allowing the sales team to hunt with spears rather than nets.

Data Management and Governance: Ensure data accuracy, integrity, and governance across sales and marketing systems to enable effective decision-making and reporting.

Sales Process Standardisation: Establish and document standardised sales processes, workflows, and best practices to drive consistency and efficiency across the organization.

Customer Journey Optimisation: Analyse the customer journey from lead acquisition to retention to identify opportunities for improvement and optimize revenue generation at each stage.

Continuous Improvement: Stay informed about industry trends, best practices, and emerging technologies in revenue operations and sales effectiveness to drive continuous improvement and innovation.

Requirements

- Strategic thinker with a growth mindset and a passion for driving business results.
- 3+ years of experience in revenue operations, sales operations, or a related role.
- Strong analytical skills with the ability to translate data into actionable insights.
- Experience with CRM, marketing automation, and sales enablement platforms.