

Job Description  
Intterra Enterprise Sales Operations Analyst  
Location- Castle Rock, CO, Hybrid work environment

What you'll do here at Intterra:

The Intterra Enterprise Sales Operations Analyst is the right-hand of the Chief Sales & Marketing Officer, and the key liaison between operations & sales to maximize alignment and reduce operational friction in both the daily sales process and the transition from sales to operational deployment of our software. You will provide daily operational support to the CSMO, Finance, and the rest of the sales team from playbook & proposal development, competitive database management, training, procurement vehicle management and contract review & execution. As the team & client-base grows, you'll assist directly with territory alignment and sizing as and work with marketing to ensure smooth, effective deployment of campaigns, collateral, case studies, trade event participation, etc.

You'll develop proposal templates, ensure compliance with pricing and financial processes, and be the go-to expert for our deployment & use of Hubspot & GovSpend as well as a key advisor as the sales tech stack expands. This job will require expertise (or quickly gaining expertise) in civic procurement vehicles & processes (GSA and similar). You'll ensure accurate reporting and dashboard maintenance and collaborate closely with operations & finance to ensure smooth transitions of sold accounts to the deployment team.

Required Skills:

- Business acumen
- Organizational skills
- CRM platform management
- Knowledge of GovTech & associated sales environments
- Cross-functional business unit collaboration & alignment
- Territory & sales plan development
- Competitive assessment capabilities, as well as maintaining and enhancing a competitive database.
- Detail-oriented with a drive to execute flawlessly

Additional preferred skills:

- Experience with managing Hubspot, LinkedIn, SalesNavigator, GovSpend
- Familiarity with digital marketing trends, & campaign development best practices
- Familiarity with Miller Heimann & Challenger sales processes

Here's just a few of the projects you'll become immersed in at Intterra:

- Overall, report and provide insight to support the decision-making and strategic planning of the sales and marketing management team
- Managing and improving the 'quote to contract' process
- Strategic and enterprise engagement planning, negotiation and execution
- Managing metrics, financials related to pipeline, sales and renewals

- Report and analyze revenues and revenue-related metrics
- Manage and enrich the Sales to Delivery handover process
- Engage with Client Success on retention, renewal processes driven by sales
- Prepare monthly sales and marketing metrics and reporting
- Assist in presentation development for speaking engagements
- Provide marketing operations support such as email distributions, collateral, and promotional inventory management
- Special event planning & coordination

To apply, go to <https://www.interragroup.com/careers/> and submit a resume with a cover letter. Not all submissions will receive a response due to the volume of candidates we expect for such a coveted opportunity.