

# SALES OPERATIONS ANALYST RESUME

## Job Objective:

To secure a Sales Operations Analyst position in a well established organization with a stable environment.

## Highlights of Qualifications:

- Huge sales operations experience
- Familiarity with Salesforce.com reports and dashboards
- Ability to determine trends and propose solutions
- Ability to analyze and evaluate data
- Ability to handle various projects at the same time
- Ability to identify business implications of trends and sales efficiencies
- Excellent analytical and critical thinking skills

## Professional Experience:

Sales Operations Analyst  
Reckitt Benckiser, Seattle, WA  
August 2005 – Present

- Analyzed and determined sales data, call activity and target populations to develop sales strategies.
- Provided support, troubleshoot and advocacy for reports.
- Validated accuracy of third party data and timely delivery of sales reporting updates.
- Resolved data integrity inquiries initiated by sales personnel.
- Designed, coordinated and implemented system interfaces with internal departments.

Sales Operations Analyst  
Cubist Pharmaceuticals, Inc., Seattle, WA  
May 2000 – July 2005

- Participated effectively in a variety of sales support activity with customers, vendors and affiliates.
- Worked with Project manager in tactical projects to improve near term results and attain revenue targets.
- Monitored, planned and implemented projects that supported order processing activities.
- Developed and implemented key analyses that identified opportunities and risks in sales performance.
- Communicated findings to all levels of the sales management team.

## Education:

Bachelor's degree in Business Administration  
University of California, Berkeley, CA

[Build your Resume Now](#)