Director of Sales Operations (f/m/d)

Location: Area Dusseldorf/Köln, Germany **Full-Time Employment**

About Global Rail Academy

Global Rail Academy is a young but fast-growing company working in different domains of international Railway Infrastructure Management. Your global partner for staff development and training in the railway system

Our Vision

We want to passionately contribute to the success of the railway system. Our mission is to ensure the solid and professional set-up and growth of the railways as the most sustainable and environmentally friendly transport system. We are excited to be part of this system.

Your role as Director of Sales Operations

- Lead the successful setup and execution of cross-functional and international projects as well as agile programs with executive management (CEO and COO) attention in scope, time, budget and quality
- Coordinates forecasting, planning, and budgeting processes. Proactively monitors and strives to maintain high levels of quality, accuracy, and process consistency in the organization's planning efforts.
- Supports the assignment of academy quotas and ensures quotas are optimally allocated to resources
- Works to ensure all academy organization objectives are assigned in a timely fashion for seamless operations
- Proactively identifies opportunities for sales process improvement. Works closely with management to inspect operations/sales process quality and prioritize opportunities for improvement.
- Monitors the accuracy and efficient distribution of sales and operations reports Recommends revisions to existing reports, or assists in the development of new reporting tools as needed
- Implements enabling technologies, including CRM. Monitors the assigned sales organization's compliance with required standards for maintaining CRM data
- Coordinates training delivery, management, and sales support team in the organization
- Support the Management in the development and administration of sales incentive compensation programs
- Directs and supports the consistent implementation of company initiatives.

Your profile

- 10-15 years professional and relevant work experience
- Situational leadership with regards to different target groups (incl. senior management)
- Fluent in English; German knowledge an advantage as is a third language

Our offer

- With us you will be part of a global, rapidly growing team within a global system house in the railway sector, which stands for new and innovative ways in the area of optimizing the railway track
- With us you will receive a competitive market-compatible gross salary which will be adapted according to your qualification and relevant experience. A bonus package will also be offered
- With us you can help shape your career, meet short decision-making paths, a tolerant and open community that values your performance and takes your personal needs into account

What to expect from Global Rail Academy

- We believe that we can only evolve and thrive as a company with a highly diverse mix of employees and by ensuring a healthy work-life balance
- We have a strong culture of collaboration where Team Spirit, Accountability, Passion, Pioneering Spirit and Performance are key
- We will encourage you to take on new responsibilities, work across different functions, become involved in new projects, as well as completing international assignments
- In return, we have hybrid working option (headquarters, home office) excellent development programs that will help you achieve your career goals and reach your potential.

If you are passionate about contributing to the success of the railways system, send your application to career@globalrailacademy.com