

## Position Information

Role	Sales Operations Business Analyst
Reporting To	Sales Excellence Director - Cyrille Favre
Job Location	Suresnes, France

## Masternaut Overview

We are a market share leader in a high-growth, competitive tech market. We created the field of vehicle telematics 20 years ago, and we have recently launched an aggressive growth strategy that entails a significant investment in talent.

We deliver SaaS solutions that measure and report real-time data from vehicles. These solutions help our clients drive significant operational improvements: reducing fuel consumption, increasing vehicle utilisation (which reduces the number of vehicles on the road), and improving the safety and productivity of their staff. In 2016, our clients reduced fuel consumption by 90 million litres and avoided the release of 230 million kg of CO<sub>2</sub> into the atmosphere.

Within the rapidly expanding area of the Internet of Things (IoT), telematics is one of the most mature products with proven commercial application, delivering 3x to 5x ROI for our customers. We are a market leader in this developing industry with huge potential for positive impact on our communities. The adoption of telematics in commercial vehicles is still below 10% globally and growing rapidly.

We are backed by growth equity investors Summit Partners and Fleetcor Technologies.

Masternaut at a glance: 20 years in commercial vehicle telematics, 10,000+ customers, 300+ employees across Europe, €70m revenue.

## Opportunity

The Sales Operations Business Analyst will be responsible for developing maintaining and presenting the Sales based metrics to the Sales leaders and Sales people, the role will also require the individual to support the sales teams based in France and the Rest of Europe in all systems that Masternaut use to manage its Business Opportunities, and our internal departments.

## Key Responsibilities

- Develop and maintain monthly Key sales metrics, analyse sales data / trends to identify actionable insights that support the Business, Sales Leaders and Sales Teams
- Develop and maintain sales dashboards, providing timely, accurate & useable performance data to drive and gauge the success of sales activities, along with Key performance indicators
- Provide trending analysis on key areas such as sales, revenue, customer sign up & identify any bottlenecks in the process
- Provide Salesforce training and support to the Sales Team to ensure data integrity, full utilisation and adoption of best practice
- Provide support and act as a contact point for under subscribed Customers, with no specific account manager assigned
- Support Sales Training Sessions

## Qualifications, Experience & Skills

- Business school or University degree with 3 to 5 years experience as a Business Analyst or in an equivalent Sales Support role
- As the role supports sales teams in France and UK, strong verbal and written English skills are essential
- Significant experience in using Salesforce (Reporting, Customization), strong competence

- Possessing drive and acute attention to detail in ensuring Metrics are accurate
- Excellent communication skills with the capacity to manager and influence key stakeholders at all levels both internally and externally
- Excellent presentation skills
- High levels of planning, organization, motivation, creativity and results focus
- Strong written and presentation skills
- Ability to have conversations with Customers queries and respond effectively

## Our Philosophy on Talent

With a Silicon Valley-like focus on building a high-growth, scalable technology business, we are looking for top talent that fits with our ambitious and fast-paced culture. When recruiting, we look for ambition, entrepreneurial spirit, demonstrated discipline in execution, and the potential for growth. In return, we offer a dynamic environment with like-minded team members, positioned in an exciting industry with great opportunities for professional growth.

We are fundamental believers that having the right people is critical to our success: attracting, developing, and retaining talent will always be a core focus at Masternaut.

Curious? Drop us a line - we'd love to get to know you.