

# Manager, Revenue Operations

**HHaEXchange**

Job Location: New York, NY/Hybrid

Full Time/Days

## **JOB SUMMARY:**

We are seeking a Manager, Revenue Operations to join our team. This role offers the opportunity to address complex challenges, design scalable processes, and drive operational excellence across our go-to-market (GTM) strategy. This role will be dedicated to partnering with our Customer Success organization.

To perform this job successfully, an individual must be able to perform each essential job duty satisfactorily with or without reasonable accommodation. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

## **MINIMUM REQUIREMENTS:**

- 5+ years of experience in a GTM/Revenue Operations role or Management Consulting.
- At least 2 years in a CS Operations role or similar with ownership over renewal forecasting.
- Advanced proficiency in Microsoft Excel.
- Experience defining requirements and business processes within Gainsight and Salesforce; ability to partner with system admins to implement solutions.
- Experience optimizing territories and books of business to support balanced workloads and revenue goals.
- Familiarity with Business Intelligence tools (e.g., Tableau) is a plus.
- Proven ability to fine-tune processes, analyze data, and present actionable insights.
- Self-starter with a strong work ethic and integrity.
- Adaptive to change, with strong collaboration skills across cross-functional teams.
- Strategic, intellectually curious, and effective at solving complex problems with clear, fact-based recommendations.
- Detail-oriented with excellent written and verbal communication skills.

## **ADDITIONAL INFORMATION:**

- This is a hybrid position that requires candidates to be in-office 2x weekly at our HQ location in New York City.
- Travel up to 10-25%, including overnight travel

## **FOR MORE INFORMATION/TO APPLY:**

<https://jobs.lever.co/hhaexchange/5ea0f196-e1ff-4c11-836e-34e58d915053>