

Pre Sales Operations Lead Latin America

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Company: Lenovo

Location: Buenos Aires

Category: computer-and-mathematical

Description and Requirements

The Pre Sales Operation Lead will be responsible for planning, harmonizing among different teams and execute incentive programs for sales teams inside and outside the organization. Additionally will be in charge of preparing the regional presentations to communicate results, initiatives and any other relevant information to executives.

The role will fulfill the following tasks:

- Quota and territory assignment.
- I&C results validation and approval
- Incentive program development for partners.
- Presentations readiness for regional director to present to key stakeholders
- KPIs reviews and ad hoc analysis
- Pricing strategy analysis.
- Design and coordination of partner incentive programs and offering programs

Position Requirements:

- 5 years of experiences in data analytical position
- Experience in business and sales supporting role
- Superior MS Excel skills
- Understanding and/or working knowledge of relational databases

- Advanced Presentations skills / Power Point
- Able to work independently and as part of a team, strong sense of customer service
- Fluent English is required and Portuguese language is a plus

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