

# Argentina Jobs Expertini®

## Sales, Data Operations

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Company: Media.Monks

Location: Buenos Aires

Category: computer-and-mathematical

### The position

We are seeking a highly motivated and detail-oriented Commercial Operations Associate to join our team. The ideal candidate will play a critical role in supporting the Commercial Sales team and ensuring the smooth functioning of our commercial operations. This role involves working closely with the Commercial, Finance, and fulfillment teams analyzing data, managing sales processes, and optimizing operational efficiency. We're looking for an individual who is organized, analytical, and possesses excellent communication skills.

### Responsibilities

Supporting Commercial Sales by creating opportunities/engagements in Salesforce and ensuring adherence to process standards for opportunities and service engagements.

Monitor and manage Salesforce reporting to ensure all deals and projects adhere to our process standards.

Pull and analyze data across our operational platforms to provide insights for our stakeholders.

QA reports to ensure data accuracy and make any necessary adjustments.

Collaborate with finance, commercial sales and fulfillment teams to inform revenue forecasting and capacity planning.

Own all contract management and routing for SOWs, escalating any issues to the commercial

ops director and commercial teams.

Monitor and evaluate sales performance metrics to ensure targets are consistently met or exceeded.

Document and create a knowledge repository for first-tier sales support.

Monitor system adoption and ensure data compliance with our CRM data governance policy.

### **Qualifications**

2+ sales operations and/or sales experience required.

Experience with CRM system, Salesforce, and Google Sheet/Excel required.

SQL and dashboarding experience **it's a plus.**

Deep understanding of the advertising and marketing sales ecosystem.

Demonstrated ability to socialize new ideas and process to a large organization, working cross-functionally with different departments and regions.

High level of attention to detail and organizational skills.

Desire to work in a fast-paced, high-pressure, and fun startup environment.

Ambitious, self-starter who can ramp up quickly.

**Fluent English is a requirement. This will be tested during the interview process.**

### **About Media.Monks:**

Media.Monks is the purely digital operating brand of S4Capital plc that connects 8,600+ digital natives across one global team. We are united by a mission to shift industries forward and pave the path towards ambitious outcomes so our clients and our people can realize their full potential for growth. Our unified model combines solutions in media, data, social, platforms, studio, experience, brand and technology services to help our clients continuously reinvent themselves throughout increasingly rapid cycles of disruption. Our efforts to shape culture, build innovative technologies and unlock the future of growth have earned recognition from numerous esteemed panels: we maintain a constant presence on Adweek's Fastest Growing lists (2019-22), regular recognition at Cannes Lions, inclusion in AdExchanger's

Programmatic Power Players (2020-23), the title of Webby Production Company of the Year (2021-23), a record number of FWAs, and have earned a spot on Newsweek's Top 100 Global Most Loved Workplaces 2023. Together, these achievements solidify our experience in digital innovation, excellence in craft, and commitment to personal growth.

While we continue to grow our teams, please be mindful of fraudulent job postings and recruiting activities that may use our company name and information. Please be mindful to protect your personal information, especially your national identification number, and bank account information during a recruiting process. While Media.Monks may reach out to potential candidates via LinkedIn, we will always ask applicants to apply through our website () and will never ask for payment or bank account information during the recruitment process.

**Disclaimer:**

**Responsible for resourcing and implementing security controls for your teams processes and systems**

**Responsible that all your personnel apply information security in accordance with the established information security policy**

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