

operations-analyst

Operations Analyst Career Dossier

1. Snapshot

- **Role Type:** Process diagnostics, workflow redesign, KPI reporting.
- **Remote Profile:** Available at remote-first companies and scaling startups; some hybrid roles.
- **Ideal Jeff Strengths:** Constraint thinking, systems mapping, persuasive clarity.

2. Personal & Lifestyle Fit

- **Core Work:** Shadowing teams, mapping processes, proposing efficiency plays.
- **Energy Signals:** Satisfying when untangling bottlenecks; potential drain from political pushback.
- **Work Rhythm:** Combination of discovery interviews, documentation, and weekly leadership updates.
- **Work Environment:** Ops, finance, CS, and product stakeholders; need to coordinate cross-functionally.
- **Value Alignment:** Direct impact on productivity, cost savings, employee sanity.

3. Skills & Tooling

- **Essential:** Process mapping (Miro/Lucidchart), Excel/Sheets modeling, basic SQL, SOP writing.
- **Nice-to-Have:** Lean/Six Sigma basics, automation awareness (Zapier, Make), KPI dashboarding.
- **Habits:** Weekly constraint log, hypothesis testing, ROI storytelling.
- **Learning Path:** Build a before/after case study using personal or volunteer project; complete Lean intro course.

4. Market & Demand

- **Outlook:** Strong for companies moving fast post-2020; ops talent crucial for remote scaling.
- **Automation Risk:** Low—requires human alignment, change management, qualitative insight.

- **Job Security:** Stable when tied to measurable savings; downturns increase demand for cost-cutting analysts.

5. Compensation & Economics

- **Entry:** \$60K–\$80K salary, \$40–\$55/hr contract.
- **Mid-Level:** \$85K–\$110K salary, \$60–\$90/hr contract.
- **Upside:** Ops Manager \$110K–\$140K; fractional COO retainers \$4K–\$8K/month.
- **Benefits:** Common corporate benefits; contract roles trade benefits for rate.

6. Entry Strategy

- Publish a “Constraint Field Guide” analyzing three real businesses (coffee shop, gym, SaaS).
- Offer a free 60-minute constraint audit to secure first testimonial.
- Apply to 10 remote-first companies weekly (Zapier, GitLab, Automattic, HelpScout).
- Join Ops Nation & RevOps communities; answer one ops question daily to build reputation.

7. Growth Path

1. **Analyst:** Document processes, maintain metrics.
2. **Operations Manager:** Owns teams + experimentation backlog.
3. **Senior Ops / RevOps Lead:** Cross-functional strategy, automation programs.
4. **Fractional COO / Systems Consultant:** High-impact engagements.

8. Challenges & Stressors

- Resistance to change; need to win trust and communicate benefits.
- Context switching across departments; risk of burnout without boundaries.
- Collecting reliable data in low-instrumented environments.

9. Client & Employer Hunting Grounds

- **Go-To Employers:** Remote-first SaaS (Zapier, HelpScout, Buffer), ecommerce/logistics (ShipBob, Flexport), venture-backed marketplaces, RevOps-focused agencies.
- **Job Boards & Feeds:** Otta (Operations/Strategy), BuiltIn (Operations & Strategy roles), Remote.co, AngelList/Wellfound (filter “operations analyst”), company career pages for remote-first teams.
- **Communities & Slack Groups:** Operations Nation, Ops Leaders, Process People Slack, RevOps Alliance, r/operations weekly help threads.
- **Freelance & Contract Platforms:** Braintrust Ops, Catalant, Bolster, Fractional COO networks, Contra (Operations briefs).
- **Outbound Targets:** Local service businesses via Chambers, Alignable, indie SaaS founders (MicroConf Connect, Indie Hackers “Growth”), coworking spaces. Offer

the “Constraint Hunter Audit” via warm DMs or Loom breakdowns of visible bottlenecks.

10. Money Loop Experiments

- Productized service: \$300 “Process Mapping Sprint” for founders needing clarity.
- Sell SOP templates bundle for \$49 to test market demand.
- Host a paid workshop “Remove 1 Bottleneck in 90 Minutes” for small business owners.

11. Notes & Next Steps

- Build a constraint scoreboard template in Notion + share publicly for credibility.
- Practice executive briefings via Loom; refine ROI framing.
- Explore multi-classing with Systems Optimizer for automation upsell.