**Revenue Excellence Operations Analyst**

We see boundless potential in the way we live. It drives the way we work. Our culture is our most valuable asset. It acts like a compass for us. We are fast, immersed, humble and bold. And that’s not just words on the walls.

Eliminating time-consuming tasks means people get to do more of what they love. It’s an inspiring, high stakes challenge that motivates us, and this common passion bonds UiPath employees globally. We all strive every day to be better and to accelerate human achievement.

We make software robots, so people don’t have to be robots. Would you like to be part of this journey?

**Who We are:** Our Central Operations team is responsible for building and maintaining UiPath’s revenue engine. To do so, we partner closely with Sales, Geo Operations, and other cross-functional teams to manage key projects/programs that deliver measurable outcomes such as incremental revenue, time saved, hours automated, and more. We drive innovation at UiPath, reimagining the processes and tools that are core to our GTM engine. Our goal is to provide massive leverage to all our Sales and Sales Operations partners by driving scale and simplicity in all that we do to go to market. We manage programs that touch every seller and sales leader at UiPath.

**Your Mission:** To drive innovation and transformation throughout our GTM org by owning our global planning processes including account segmentation, book building, quota setting + the system that supports those processes (Adaptive).

**This is what you'll do at UiPath:**

* Scope, manage and drive to completion key programs that impact our global sales planning processes including account segmentation, book building, quota setting + the system that supports those processes (Adaptive). *(Note: programming / software development skills are not required).*
* Own the end to end sales planning processes, serving as the subject matter expert
* Identify and implement planning process improvement ideas
* Collaborate with global cross-functional partners to collect stakeholder input / business requirements, prioritize process improvement opportunities, support solution design, and progress work.
* Execute operational and project plan management and reporting (timelines, status updates, burn-down charts, briefings)
* Manage enablement through trainings and written deliverables (Highspot pages, PowerPoints, playbooks, briefings, manuals)
* Read between the lines to tackle higher-level/ambiguous deliverables (vs. just tasks)
* Automation-first approach in everything you do, leveraging the UiPath platform where possible

**This is what you'll bring to our team:**

* Bachelor’s degree and 2+ years of experience in an analytical/operational role, (ideally sales operations). Business operations, finance or management consulting backgrounds will also be considered.
* Intermediate knowledge of Microsoft PowerPoint and Excel
* Intermediate knowledge of Salesforce (including CPQ)
* Experience with or capacity and willingness to learn additional software tools - i.e. Adaptive Sales Planning

**Preferred qualifications**

* Advanced knowledge of Microsoft PowerPoint and Excel
* Advanced knowledge of Salesforce (including CPQ)
* Advanced knowledge of Adaptive Sales Planning
* Ability to manage complex projects with multiple work streams to completion
* Ability to build strong relationships with partners and stakeholders
* Effective communication and presentation skills to senior audiences
* Ability to use data-driven decision making in shaping solutions to operational challenges