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UNICODE



Lead, Revenue Operations

Bengaluru, Karnataka, India · 2 weeks ago · Over 100 people clicked apply

✓ Hybrid ✓ Full-time 0 of 10 skills match

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Meet the hiring team



Ranjini Bhaduri ✓ 2nd

Senior Talent Associate @ Uniqode HQ | Recruitment, Candidate Experience
Job poster · 14 mutual connections

Message

About the job

About Uniqode:

Uniqode is on a mission to connect the physical and digital worlds seamlessly through technology.

Over the years, we've become the trusted platform for over 50,000 businesses worldwide, enabling proximity marketing and driving digital engagement at scale. With 200+ million QR Code scans globally and a steep growth rate, Uniqode is at the forefront of innovation in how businesses and consumers interact.

As pioneers in digital business cards, we're redefining how professionals and companies share contact details—offering modern, paperless solutions that are efficient and environmentally friendly.

Backed by leading investors like Accel and Telescope, we're building not just a product but a global ecosystem. With offices in New York and Bangalore and a team spread across India and the USA, Uniqode combines the best of creativity, collaboration, and cutting-edge technology to deliver exceptional results.

About the Role:

We are looking for a self-sufficient Revenue Operations Manager who can drive initiatives that impact revenue and enhance operational efficiency. This role will focus on optimizing our tech stack, refining processes, and providing strategic insights that empower our Sales and Customer Success teams to perform at their best. The ideal candidate has hands-on experience with Salesforce and a strong grasp of system integrations and architecture.

You'll work alongside some of the brightest minds in the industry, tackling challenging projects and contributing to a product that is rapidly transforming the way businesses operate globally.

Key Focus Areas:

- **Salesforce Deployment & Implementation:** Own the end-to-end deployment, implementation, and ongoing management of Salesforce for Sales and CS teams.
- **Systems Architecture & Integrations:** Design and maintain a scalable systems architecture that ensures seamless integrations across CRM, data analytics, marketing automation, and customer support platforms.
- **Process Optimization & Efficiency:** Develop and implement automation and workflow improvements to enhance productivity and reduce manual efforts.
- **Data Integrity & Revenue Insights:** Ensure data accuracy and provide actionable insights that improve pipeline efficiency, forecast accuracy, and customer retention.
- **Cross-Functional Collaboration:** Work closely with Sales, CS, Marketing, and Finance teams to align processes and ensure revenue-impacting initiatives are executed effectively.

About You:

We're looking for someone who:

- Has 5+ years of experience in Revenue Operations, Sales Operations, or a related field.
- Possesses deep expertise in Salesforce administration, deployment, and implementation (Salesforce certification preferred).
- Understands systems architecture, integrations, and data flow across revenue tech stacks (e.g., Salesforce, HubSpot, Metabase, Intercom, etc.).
- Has a proven track record of driving initiatives that impact revenue, improve efficiency, and support scalability.
- Is highly analytical with the ability to translate data insights into strategic recommendations.
- Thrives in a fast-paced environment, working independently while managing multiple priorities.
- Excels in stakeholder management and cross-functional collaboration.

Bonus Skills (Nice-to-Have):

- Experience with process automation tools and workflow optimization.

What's in it for You?

- A well-deserved compensation package that recognizes your skills and contributions to our team.
 - Join our journey with an opportunity to share in the company's success through equity ownership.
 - Get the opportunity to work with hand-picked individuals who are experts in their domain and passionate about the product.
 - Contribute to a product that is rapidly growing and is the chosen platform of thousands of businesses across the globe.
 - Experience the flexibility of working both in-office and remotely, optimizing your work-life balance.
 - Secure your well-being with comprehensive health insurance coverage, ensuring you and your family peace of mind.
 - Receive dedicated mental health support, fostering a nurturing workplace environment that values your emotional well-being
- About our culture
Imagine being part of a workplace where every detail is significant—especially you. At Uniqode, our values are not just words but a way of life. We strive to create an environment where: Empowerment, support, and inclusion are paramount. Trust and transparency are integral to our operations. Creativity, curiosity, and continuous improvement are fostered daily.

About Our Culture:

At Uniqode, we're shaping a workplace where bold ideas, deep ownership, and relentless curiosity thrive. We move fast, aim high, and obsess over delivering real value to our customers.

Transparency and collaboration define how we work, while continuous learning and adaptability fuel our growth.

If you're ready to make an impact and grow alongside a passionate, driven team, Uniqode is the place for you.

See less ^

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Revenue Specialist, Bengaluru, Karnataka, India

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Benefits found in job post

- Medical insurance

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See how you compare to others who clicked apply

Candidates who clicked apply

126 total

4 in the past day

Candidate seniority level

51% Senior level candidates

25% Manager level candidates

16% Entry level candidates

6% Director level candidates

Candidate education level

52% have a Master of Business Administration (Similar to you)

12% have a Bachelor's Degree

9% have a Bachelor of Commerce

27% have other degrees

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Exclusive Job Seeker Insights about UNIQODE

Powered by Bing

Company focus areas

- **AI-Powered Design and Real-Time Measurement:** Enhance platform capabilities with AI-powered design and real-time measurement to enable digital connections with every physical object and place on the plk ...show more

Sources: marketingdive.com



Hiring & headcount

Significant growth in Business Development and Sales: Both departments have

Significant growth in Business Development and Sales. Both departments have seen a 33% increase in headcount over the past year, indicating a strong focus on expanding market reach and sales capabilities. Engineering and Mar ... show more

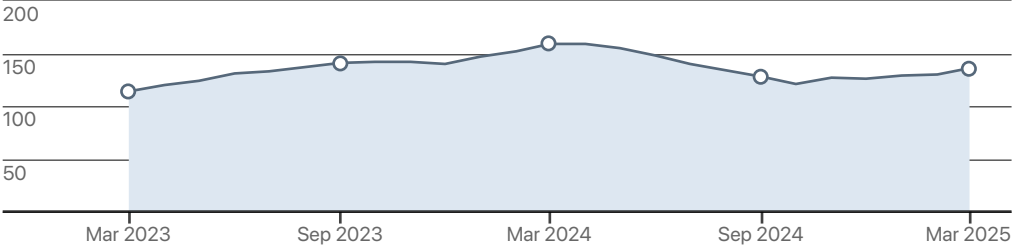


The latest hiring trend

136
Total employees

▲ 19%
Company-wide
2 year growth

▲ 200%
Information Technology
2 year growth



🕒 Median employee tenure · 1.7 years

Competitors

Uniqode is a leading player in the QR code and digital business card market, offering secure and ROI-driven solutions. It faces competition from other QR code generators and digital business card providers, with a focus on analy ... show more



Sources: trueqrcode.com +2 more



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About the company



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Technology, Information and Media · 51-200 employees · 136 on LinkedIn

Uniqode is a phygital platform that offers secure ROI-driven QR code and digital business card solutions for mapping online and offline touchpoints across marketing, sales, packaging, logistics, and networking. ... show more

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Revenue Operations
Manager

Uplers
India (Remote)
₹1.5M/yr - ₹2.5M/yr

🏆 You'd be a top applicant

1 week ago



Revenue Operations
Manager

Uplers
Pune/Pimpri-Chinchwad Area
(Remote)
₹1.5M/yr - ₹2.5M/yr

🏆 You'd be a top applicant

1 week ago



Revenue Operations Manager

Uplers

Greater Bengaluru Area (Remote)

₹1.5M/yr - ₹2.5M/yr



You'd be a top applicant

1 week ago



Revenue Operations Manager

Uplers

Mysore, Karnataka, India (Remote)

₹1.5M/yr - ₹2.5M/yr



You'd be a top applicant

1 week ago **Be an early applicant**



Revenue Operations Associate

YipitData

India (Remote)



You'd be a top applicant

4 days ago



Revenue Operations & Strategy Associate

Harness

Bengaluru, Karnataka, India



You'd be a top applicant

3 days ago



Revenue Operations Manager

Uplers

Greater Delhi Area (Remote)

₹1.5M/yr - ₹2.5M/yr



You'd be a top applicant

1 week ago



Senior Product Manager - Revenue Recognition & Billing

Expedite Commerce

India (Remote)

1 week ago [in](#) Easy Apply



Revenue Operations Manager

Uplers

Chennai, Tamil Nadu, India (Remote)

₹1.5M/yr - ₹2.5M/yr



You'd be a top applicant

1 week ago **Be an early applicant**



Revenue Operations Manager

Uplers

Greater Hyderabad Area (Remote)

₹1.5M/yr - ₹2.5M/yr



You'd be a top applicant

1 week ago



Revenue Operations Manager

Uplers

Coimbatore, Tamil Nadu, India (Remote)

₹1.5M/yr - ₹2.5M/yr



You'd be a top applicant

1 week ago **Be an early applicant**



Revenue Operations Manager

Uplers

Gurugram, Haryana, India (Remote)

₹1.5M/yr - ₹2.5M/yr




You'd be a top applicant

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