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|  | **SalesOps Manager** | **ProgramManager** | **AccountManager** |
| **Mision** | Enable Avaya Saas services create a great experience for Avaya enterprise customers. | Drive digital transformation for Intel customers. | Expand channel and retail business and operations. |
| **Resp** | Apply best sales management benchmarks to hit company revenue and pipeline targets. | Develop and enable ecosystem to accelerate intel tech adoption across end customers by creating engine scale though partners to reach BU objectives. | Apply world class account management in assigned partners / customers / territory to it revenue and market share targets. |
| **Functions and achievements** | 1F: Measure by Revenue and Manage Pipeline Opportunities and new business pipeline.  1A: 85% Renewals + 10M in New Pipeline  2F: Measure by forecast accuracy Elaborate Accurate Forecasts.  2A: Forecast accuracy.  3F: Manage the Report and dashboard ecosystem using analytics and CRM.  3A: Created 2 reports.  4F: Lead change management projects.  4A: Project implementation lead on Copilot  5F: Point of contact between sales and other functional areas. | 1F: Develop and add partners to Intel Alliance Program. I was measured by # of developed partners.  2F: Define strategy. Create the GTM for the region Measure by revenue  3F: Manage the program infrastructure.  4F: Collaborate across marketing, engineering and sales.  5F: Lead agile squads for new project. | 1F: Execute sales strategies in assigned retail and channel partners. Measure by Revenue.  2F: Own multi opportunity pipeline. Identify new business opportunities, sell up and cross selling. Measured by new deals.  3F: Execute and manage program contracts on assigned customers.  4F: Managed social selling project with Linkedin Navigator. |
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