

United States Jobs Expertini®

Head of Commercial Operations and Sales Enablement

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Company: Datavant

Location: United States

Category: other-general

Datavant is a data logistics company for healthcare whose products and solutions enable organizations to move and connect data securely. We are a data logistics company for healthcare whose products and solutions enable organizations to move and connect data securely. Datavant has a network of networks consisting of thousands of organizations, more than 70,000 hospitals and clinics, 70% of the 100 largest health systems, and an ecosystem of 500+ real-world data partners.

By joining Datavant today, you're stepping onto a highly collaborative, remote-first team that is passionate about creating transformative change in healthcare. We hire for three traits: we want people who are smart, nice, and get things done. We invest in our people and believe in hiring for high-potential and humble individuals who can rapidly grow their responsibilities as the company scales. Datavant is a distributed, remote-first team, and we empower Datavanters to shape their working environment in a way that suits their needs.

As a middleware company, Datavant is focused on enabling new use cases across healthcare by connecting the world's health data. In order to succeed, we need to constantly grow our network by bringing on new partners who can help drive value throughout our existing network as well as meet the needs of our clients.

This role is focused on delivering operational excellence while setting the direction and pace for maximizing revenue generation, optimizing business performance, and driving strategic growth initiatives within the organization's commercial operations. This role reports into the Chief Financial Officer.

In this role you will:

Lead a commercial operations team

Partner with the leaders of each business area for detailed sales planning, resource allocation, performance management, tracking and execution

Enable the commercial team to consistently achieve budget, quota, and forecast while maintaining healthy pipelines.

Shape sales strategy with an analytical approach to the market and deliver a tactical plan to achieve targets by vertical

Build and maintain sales processes, including forecasting, GTM sales representative routines, and cross-functional reviews/approvals throughout the deal life cycle

Build and maintain team variable compensation plans

Monitor, score, and track sales performance on quota achievement, cross functional collaboration, and product understanding

Be the source of truth for knowledge and process of the organizations CRM system

Develop sales enablement content and ensure new sales hires are onboarded to ramp-up to delivering bookings quickly

What you bring to the table:

You have 6+ years experience in commercial operations, consulting or management of sales teams

You are a strategic thinker who seeks first to understand the commercial business as a whole

You are a strong communicator who moves the ball forward and clarifies what you need from a sales team

You have high agency and are comfortable with ambiguity — if you don't have the answer, you're excited to figure it out

You believe in creating sustainable process and “leaving things better than you found them”

You are detail oriented and hold yourself and others to a high standard

You can both “lead” and “do”

You are ambitious, scrappy, tenacious, and you get things done with a “no job too small” mentality

You are comfortable making hard decisions and move quickly

You are noted as one of the best problem solvers in your organization

We are committed to building a diverse team of Datavanters who are all responsible for stewarding a high-performance culture in which all Datavanters belong and thrive. We are proud to be an Equal Employment Opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, sex, sexual orientation, gender identity, religion, national origin, disability, veteran status, or other legally protected status.

Our compensation philosophy is to be externally competitive, internally fair, and not win or lose on compensation. Salary ranges for this position are developed with the support of benchmarks and industry best practices.

We’re building a high-growth, high-autonomy culture. We rely less on job titles and more on cultivating an environment where anyone can contribute, the best ideas win, and personal growth is driven by expanding impact. The range posted is for a given job title, which can include multiple levels. Individual rates for the same job title may differ based on their level, responsibilities, skills, and experience for a specific job. The estimated salary range for this role is \$166,000 - \$214,000.

At the end of this application, you will find a set of voluntary demographic questions. If you choose to respond, your responses will be anonymous and used to help us identify areas of improvement in our recruitment process. (We can only see aggregate responses, not individual responses. In fact, we aren’t even able to see if you’ve responded or not.)

Responding is your choice and it will not be used in any way in our hiring process.

#LI-BC1

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