



Group Paliria, the No 1 dolma producer internationally and the largest Greek company producing and exporting ready meals, is looking to recruit for its premises in Kifissia:

Sales Operations Specialist

Role mission: As a Sales Operations Specialist you will participate in the design and the optimization of sales processes and systems that will help the sales team achieve their goals and operate more efficiently. This position involves a high level of responsibility, attention to detail and excellent analytical skills.

Main Responsibilities:

- Monitoring and analyzing key sales and business performance indicators.
- Identifying opportunities for improvement in the sales process and systems to ensure greater sales effectiveness and efficiency.
- Organizing data and generating deep customer insight
- Preparing and analyzing forecasts and provide market analytics
- Supporting the sales team with key planning and operations tasks to support the overall objective of the business.
- Cooperating with other departments (sales, marketing, finance community) on a day-to-day business matter
- Supporting Sales team in new Leads searching, in communication with potential clients, in offers etc
- Analyzing and evaluating value stream mapping
- Manages the dispatch and monitoring of the sample dispatch process

Qualifications:

- Bachelor's degree in Finance / Business Administration/ or a related field.
- MSc degree in Finance/Statistics would be a plus.
- Proven experience of 2-3 years in a similar position
- Strong computer and analytical skills required (Advanced Excel a must), enhanced systems literacy.
- Very Good written and spoken English.
- Power BI & SAP knowledge will be considered as an extra asset

Competencies

- Strong organizational & communication skills
- High attention to detail
- Able to handle complexity & manage priorities
- Results orientation
- Ambition to thrive in a dynamic, fast-paced work environment

The company offers:

- Competitive salary
- Health Insurance
- Prospects for growth and development

Please send your CV by e-mail to: cv@paliria.com, mentioning the job title " **Sales Operations Specialist**"