

Senior Revenue Analyst

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Company: JFrog

Location: Tel Aviv-Yafo

Category: other-general

Senior Revenue Analyst

Netanya/Tel Aviv, Israel | Sales Share position

At JFrog, we're reinventing DevOps to help the world's greatest companies innovate -- and we want you along for the ride. This is a special place with a unique combination of brilliance, spirit and just all-around great people. Here, if you're willing to do more, your career can take off. And since software plays a central role in everyone's lives, you'll be part of an important mission. Thousands of customers, including the majority of the Fortune 100, trust JFrog to manage, accelerate, and secure their software delivery from code to production -- a concept we call "liquid software." Wouldn't it be amazing if you could join us in our journey?

We are looking for a highly motivated Senior Revenue Analyst with extensive experience in B2B SaaS companies, to join our growing Global Revenue organization.

In this position, you will play a crucial role in supporting global sales at JFrog. Your responsibilities will involve designing and developing analytical tools and data to assess sales performance, identify key metrics, and generate insights. Provide data-driven recommendations to optimize sales processes and decision-making.

As a Senior Revenue Analyst at JFrog you will...

Sales Performance:

Build and own a best-in-class global sales forecasting process for JFrog's Sales team, including driving requirements for business processes and systems changes to produce an accurate, timely, actionable forecast for Sales and Finance leadership.

Shift JFrog's focus from creating the forecast to understanding and acting on the forecast (identifying business risks, highlighting opportunities, etc.).

Sales Planning:

Manage Sales involvement in the cross-functional sales planning process, ensuring that plan inputs are grounded in data and align with business goals and the Sales forecast.

Segment and analyze our target market(s), business units, size opportunities, and understand productivity drivers (team composition, pricing, retention, etc.).

Collaborate closely with Finance, IS, Marketing and Sales leadership.

Reporting and Analysis:

Prepare ad hoc analysis using a variety of data sources to support sales planning, evaluate forecasts, and provide actionable leadership insights.

Collaborate with key business stakeholders (Sales Ops, Finance, BI & Salesforce) to build repeatable reporting for key business metrics and drivers of sales performance.

To be a Senior Revenue Analyst at JFrog you need...

The Senior Revenue Analyst is creative, analytical, and detail-oriented. They are a positive and solution-oriented partner to Sales Leadership and other key stakeholders.

5-7 years professional experience in the following areas:

Building a strategy for analyzing business performance through key sales metrics

Develop dashboards and reports to indicate insights into the health of the business, identify areas of weakness, and present improvement.

Monitor and Analyze Salesforce processes and enhancements while providing continuous improvement insights and proposing changes to systems and processes to improve operational efficiency.

Salesforce Expertise - Must have!

Perform analysis per demand via multiple data sets and tools.

Experience in forecasting SAAS products in an Enterprise-grade company (Public Company

experience preferred).

Executive presence - ability to partner with global sales and business leaders focusing on the weekly Pipeline Reviews.

Demonstrated success in sourcing and analyzing raw data to generate actionable business insights.

Demonstrate success in building repeatable processes across global sales.

Ability to thrive in a fast-paced environment that rewards creativity with a hands-on approach.

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