

[Companies](#)[Team](#)[News & Insights](#)[Jobs 18,070](#) [Companies 595](#)[My alerts](#)

Sr. Analyst, Sales Analytics (Remote)

**CrowdStrike****This job is no longer accepting applications**[See open jobs at CrowdStrike.](#)[See open jobs similar to "Sr. Analyst, Sales Analytics \(Remote\)" Accel.](#)

IT, Sales & Business Development, Data Science

United States · Remote

Posted 6+ months ago

#WeAreCrowdStrike and our mission is to stop breaches. As a global leader in cybersecurity, our team changed the game. Since our inception, our market leading cloud-native platform has offered unparalleled protection against the most sophisticated cyberattacks. We're looking for people with limitless passion, a relentless focus on innovation and a fanatical commitment to the customer to join us in shaping the future of cybersecurity. Consistently recognized as a top workplace, CrowdStrike is committed to cultivating an inclusive, remote-first culture that offers people the autonomy and flexibility to balance the needs of work and life while taking their career to the next level. Interested in working for a company that sets the standard and leads with integrity? Join us on a mission that matters - one team, one fight.

About the Role:

CrowdStrike is seeking a Sr. Analyst, Sales Analytics to join the Sales Data, Forecasting, and Analytics team. This team is a part of the Sales Operations department. The Sr. Analyst, Sales Analytics will act as a trusted advisor to senior Sales leadership located in the United States. This role will focus heavily on providing analytical support for our Sales, Specialist Sales, and Sales

[Companies](#)[Team](#)[News & Insights](#)

and related to us so,

The Sr. Analyst must be comfortable wearing many different hats: reporting and analytics subject matter expert, project manager, business partner, trusted advisor to senior leadership. They should be passionate about data driven decision making and will act as an evangelist internally for data and work to empower Sales' use of it.

This is a remote role open to qualified candidates in any major metro in the USA.

What You'll Do:

- Improve/refine existing Sales reporting policies and procedures
- Provide Weekly/Monthly updates and forecast insights to Sales and Sales Operations on key activity within their Team and Theater
- Lead analysis of business & operational performance
- Develop and oversee processes for effective data analysis and reporting on the relevant metrics and ensure quality output and presentation
- Design and interpret key performance metrics. Deliver insights & recommendations and maintain the KPI Playbook for global consistency
- Support weekly and monthly reporting and analytics needs for the Sales organization, identifying significant changes and trends that will materially impact the company's growth trajectory
- Assist in any operational issues with Global Reporting, Forecasting, & Analytics to support our charter of global consistency
- Coordinate between peers, key stakeholders, and Theater Ops to help resolve gaps
- Maintain and enhance reports and dashboards to provide visibility of business and operational performance across our KPI Playbook
- Advise and consult Sales and Sales Operations on a regular basis to improve KPIs and adherence to all sales process and policies
- Collaborate with extended stakeholders on the areas of reporting & analytics to improve accuracy and concerns with the data
- Engage with cross-functional teams to incorporate reporting that is not globally consistent into our standard operating procedures

[Companies](#)[Team](#)[News & Insights](#)

- Graduate degree in Mathematics, Engineering, or Business Analytics a plus
- Able to tell a story using data and act as an advocate for data driven decision making
- Passionate about cybersecurity industry, software-as-a-service (SaaS), and Sales excellence
- Self-starter, able to navigate in a high-pressure, fast-paced environment
- Highly motivated, detail-oriented, strong team contributor; able to work independently and cross-functionally
- Strong interpersonal, verbal and written communication skills
- Advanced proficiency in Microsoft Office 365 Suite and/or Google Apps (Word/Docs and Excel/Sheets are key tools)
- Proficiency in Salesforce reporting (able to run reports, build dashboards)
- Proficiency in SQL
- Experience with Snowflake, Clari, Quip a plus
- Experience with Tableau a necessity

#LI-Remote

#LI-DV1

#LI-HK1

Benefits of Working at CrowdStrike:

- Remote-first culture
- Market leader in compensation and equity awards
- Competitive vacation and flexible working arrangements
- Comprehensive and inclusive health benefits
- Physical and mental wellness programs
- Paid parental leave, including adoption
- A variety of professional development and mentorship opportunities

[Companies](#)[Team](#)[News & Insights](#)

diversity of our people, we achieve our best work and fuel innovation - generating the best possible outcomes for our customers and the communities they serve.

CrowdStrike is committed to maintaining an environment of Equal Opportunity and Affirmative Action. If you need reasonable accommodation to access the information provided on this website, please contact Recruiting@crowdstrike.com, for further assistance.

CrowdStrike participates in the E-Verify program.

[Notice of E-Verify Participation](#)

[Right to Work](#)

CrowdStrike, Inc. is committed to fair and equitable compensation practices. The base salary range for this position in the U.S. is \$80,000 - \$130,000 per year + variable/incentive compensation + equity + benefits. A candidate's salary is determined by various factors including, but not limited to, relevant work experience, skills, certifications and location. Expected Close Date of Job Posting is: 06-29-2024



This job is no longer accepting applications

[See open jobs at CrowdStrike.](#)

[See open jobs similar to "Sr. Analyst, Sales Analytics \(Remote\)" Accel.](#)

[See more open positions at CrowdStrike](#)

Powered by



[Privacy policy](#) [Cookie policy](#)



[Companies](#)

[Team](#)

[News & Insights](#)

Webflow

©2024