

ADP Global Leadership Development Program

MBA Sample Rotational Assignment

| | |
|-----------------------|-----------------------------------|
| Business Unit: | Major Accounts |
| Title: | Director, Sales Operations |
| Reports To: | VP of Sales Operations |
| Location: | Parsippany, NJ |

Key Responsibilities:

Analyzes and assesses tools and programs with regard to MAS field sales productivity; evaluates current tools to determine effectiveness to improve sales time and productivity. Sales analysis and reporting - measures progress, reports findings and makes recommendations to Sr. Leadership. Interacts with Leadership in Sales, Marketing, Finance and ADP ES Corporate groups to develop, maintain and further common business interests. Analyze and assess current tools and programs; make recommendations that will drive behavior resulting in a greater market share. Position will hone strategic analysis and problem solving/solution ability

- Manage and measure the effectiveness of current sales tools to determine level of effectiveness. Research and propose recommendations to improve sales time and productivity.
- Align with MA Sales Sr. Leaders and execute against Sales incentive strategy and budget to produce events that will motivate the sales force to drive growth and reach goals. Analyze current sales incentive program - assess the metrics, the incentives and the mechanics to ensure that the sales incentive program will reinforce success and motivate sales force.
- Sales analysis and reporting – analyze and strategize for improved results. Liaise with Division Finance, Sales Operations, Division VP of HR and SVP of Sales to provide interpretation and analysis of quota assignment and recognized irregularities by Sales Division
- Provide input to Division Finance, Sales Operations, Division VP of HR and SVP to help determine compensation plan refinement and sales profiling.
- Perform analysis on various sales programs related to recognition, performance, etc.