

Join Our Team as an Implementation Manager

Are you passionate about customer success and eager to drive long-term value for enterprise clients? Do you excel in communication and possess the skills to guide customers through implementation and adoption processes? If so, we have a fantastic opportunity for you!

At Aviso, we're the pioneers in the sales performance platform arena, leveraging data science and predictive insights to empower enterprises to boost sales, optimize performance, and surpass revenue goals. Our team, backed by a track record of building high-growth, successful tech companies, is dedicated to resolving complex sales challenges and ensuring our customers' success.

What You'll Be Doing:

- Act as the primary point of contact for our enterprise customers, managing project operations.
- Lead regular status meetings with project teams, customers, sponsors, and stakeholders.
- Prioritize customer success, delivering successful outcomes.
- Define project scopes and formalize them in Statements of Work.
- Monitor project financials, scope, and schedules to ensure projects remain on track.
- Create documentation to align with customer processes and facilitate change management and training initiatives.
- Design and lead implementations, leveraging your in-depth knowledge of Aviso implementation best practices, Aviso API architecture, and Aviso integration capabilities.

What We're Looking For:

- Proven track record managing programs, projects, deadlines, and scope in SaaS.
- Exceptional and proactive communication skills (verbal and written).
- A continuous improvement mindset, always seeking ways to enhance project management processes.
- Ability to thrive in a fast-paced environment.
- Understanding of sales processes and hands-on experience with salesforce.com (Salesforce Certifications preferred).
- Experience at a Big Five consulting firm as a senior consultant or manager is highly desirable.
- A Bachelor's degree in Computer Science or Business is preferred.
- 5+ years of experience in implementing business applications, including a Change Management role, with at least 1 year in a startup environment.

Why Join Aviso:

- Be part of a dynamic team that's shaping the future of sales performance.
- Work with leading-edge technology and data science.

- Enjoy a competitive salary and benefits package.
- Collaborate with a diverse, innovative, and supportive team.
- Thrive in a fast-paced, growth-focused environment.

If you're ready to make an impact and drive customer success while working from India to support our US enterprise customers, we want to hear from you! Apply now and let's embark on this exciting journey together.

Join Aviso in redefining the future of sales performance!