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what is sales operations and why is it important guide Oct 25 2022 03 06 2021 sales operations also known as sales ops are in the sales operations department the department is responsible for a variety of responsibilities and tasks including creating and sustaining growth sales operations roles encompass sales training sales strategy lead management sales process optimization and data handling

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responsible for increasing revenue in a direct sales model they might use a mixture of inbound sales and outbound methods prospecting and qualifying leads to turn opportunities into closed won deals in channel sales you rely on third parties to sell your product or service when considering adopting a channel sales model

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