



REVENUE OPERATIONS MANAGER

Location: Missoula, MT preferred (Remote ok)

Type: Fulltime

Founded in 1977, Education Logistics, LLC (Edulog) provides logistics solutions to school districts and bus contractors across North America. Edulog offers exciting opportunities to enhance your career as part of an industry-leading software company. You will join teams that improve student transportation systems through innovative technology across the U.S. and internationally — gaining invaluable experience, growing professionally, and thriving in a collaborative, creative atmosphere where your efforts are appreciated.

POSITION SUMMARY

The Revenue Operations Manager is a high-impact individual contributor role reporting to the CFO. This position is responsible for supporting the Salesforce CRM environment, maintaining reporting and dashboards, and partnering with Sales and Finance to ensure accurate, consistent revenue data.

This role focuses on execution, optimization, and cross-functional coordination to support a scalable and efficient revenue engine.

KEY RESPONSIBILITIES

CRM & DATA INFRASTRUCTURE

- Administer and maintain the Salesforce instance, including user support, data integrity, and workflow enhancements
- Support integration between Salesforce and financial systems to ensure alignment of bookings, contracts, and revenue data
- Assist in optimizing the existing RevOps toolstack (CPQ, contract management, revenue intelligence tools) to improve adoption and data consistency
- Maintain data standards and hygiene across the revenue systems (accounts, opportunities, pipeline stages)
- Support evaluation and implementation of system improvements as business needs evolve

REPORTING & DASHBOARDS

- Build and maintain dashboards and reports that provide visibility into pipeline, bookings, forecast, and performance metrics
- Support executive and leadership reporting with timely and accurate data
- Assist in tracking key revenue metrics (ARR, pipeline coverage, win rates, churn)
- Maintain consistent KPI definitions and reporting cadence across teams



FINANCE & SALES PARTNERSHIP

- Partner with Sales and Finance to ensure data consistency across systems
- Support bookings-to-revenue reconciliation and reporting processes
- Assist with sales compensation tracking and quota reporting
- Provide data support for month-end close and financial reporting

DEAL OPERATIONS SUPPORT

- Support deal review processes, including pricing, discounting, and standard contract terms
- Help maintain pricing and packaging documentation and guidelines
- Assist in reviewing deals for accuracy and completeness prior to execution
- Contribute to maintaining and updating RevOps documentation and playbooks

SALES & MARKETING OPERATIONS

- Support lead-to-close processes and ensure accurate pipeline tracking
- Assist with territory assignments, account routing, and quota tracking
- Maintain forecasting tools and support weekly forecast processes
- Track sales activity and performance metrics to support Sales leadership
- Support marketing reporting, including campaign tracking and attribution

AI & TOOLING SUPPORT

Support implementation and use of AI-enabled tools within the RevOps stack

- Assist in improving reporting, forecasting, and data workflows through automation
- Stay informed on new tools and identify opportunities to improve efficiency

M&A / INTEGRATION SUPPORT

- Support CRM data migration and integration efforts for acquired entities
- Assist with aligning systems and reporting post-acquisition
- Contribute to documentation and process updates as integrations occur

REQUIRED QUALIFICATIONS

- 3–6 years of experience in Revenue Operations, Sales Operations, or similar function
- Experience working in Salesforce (administration or power user level)
- Experience building reports and dashboards in Salesforce or similar tools
- Familiarity with RevOps tools (CPQ, contract tools, revenue intelligence platforms)
- Strong analytical skills and comfort working with data



- Basic understanding of SaaS metrics (ARR, pipeline, churn, forecasting)
- Ability to work cross-functionally with Sales, Finance, and Marketing

PREFERRED QUALIFICATIONS

- Salesforce Admin certification (preferred, not required)
- Experience with BI tools (Tableau, Looker, Power BI, etc.)
- Exposure to forecasting processes or sales compensation tracking
- Interest in automation and AI-enabled workflows

CORE COMPETENCIES

- Detail-oriented and operationally focused
- Strong collaborator across teams
- Curious and proactive in identifying improvements
- Practical and solutions-oriented
- Able to manage multiple priorities effectively

TO APPLY: Submit a resume and cover letter to careers@edulog.com. Please note the position you are applying for, and your name, within the subject line. Applications will be reviewed on a rolling