



Sales Operations Info Sheet: 2008 Organizational Career Guide (OCG) Benchmark

Summary

TGaS[®] Advisors Organizational Career Guide provides a comprehensive benchmark addressing organizational structure, career planning, and compensation focused exclusively on Heads of Sales Operations and their Direct Reports (showing the results across Large and Mid Tier companies). Our proprietary methodology yields a sophisticated analysis which provides our clients relevant fact-based insights.

Background

Sales Operations Executives have expressed a need for benchmarks on their Organizational structure and positions. Very little (if anything) is available on varying structures which also carries insights on career management, sourcing of people, training, career development while in operations, succession planning, promotional / lateral planning, and rotational programs.

Area of Focus

The Career Organizational Guide captures information and provides insights in the following areas:

- **Title and reporting relationships**
Business Function, Reports to Title, Span of Control, Reporting Levels...
- **Financial Responsibility**
Annual Budget, Signing Authority
- **Job Responsibility**
Global/Domestic, Vendor Interaction, Time in Industry
- **Job Tenure, Education, and Training**
Time with Company, Position, Industry...
- **Career History**
Company, Industry, Functional Area ...
- **Career Progression:(Next Role / Advancement)**
Business Function, Title, Department Name...
- **Job Skills**
Analytical, People Management, Training

Any question regarding the process or next steps, please contact

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Benefits

- Learn about job positions and titles
- Establish a baseline for staff depth (experience / skills)
- Compare job qualifications to others
- Evaluate your Training and Career Management offerings
- Consider other companies organization structure
- Support career development/planning initiatives and annual performance plans
- Understand tenure and succession planning