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# Example of Analyst, Commercial Job Description

Our company is looking to fill the role of analyst, commercial. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for analyst, commercial

* Undertake rigorous analysis of category data across the Group to develop savings hypotheses, identifying key areas to probe, what data to analyse and develop the appropriate analytical approach
* Build Group insight from the analysis and provide preliminary findings and/or recommendations to Project Managers and Category teams
* Undertake financial modelling of the different negotiation scenarios during each phase of the negotiations
* Track the commercial impact of the project post the completion of the negotiations
* Continue to evolve the analytical approach as the project progresses to identify further negotiation levers
* Undertake detailed and complex analysis, using multiple data sources and combining large data sets
* Develop and produce templates for category strategy reviews
* Analysts spend considerable time "in the data" and should communicate any learnings and/or inconsistencies to Project Managers and category teams
* Influence the strategic approach and structure to each negotiation
* Attend key meetings with Business Units to explain and message the analysis

## Qualifications for analyst, commercial

* Experience in working with integrated systems – desirable
* Excellent business English – essential
* Results orientated and capable of working in a flexible working environment
* Experience of advanced modelling techniques
* Knowledge of SAP and Hyperion/Essbase
* Bachelor’s degree, or equivalent experience, relevant certifications, and professional training programs