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# Example of Commercial Operations Analyst Job Description

Our innovative and growing company is looking for a commercial operations analyst. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for commercial operations analyst

* Build and maintain scorecard for KPI’s
* Manage and track indirect sales through broker/distributor network across North America and respective commission plans
* In collaboration with Sales teams, engage key customers and provide fact-based actionable insights to drive accelerated growth and category penetration
* Day to day ownership of operations tasks and processes, reporting to the Commercial Services Operations team onshore
* Influence and build channels of communication between multiple areas of the organization to ensure successful completion of strategic initiatives
* Perform process improvement analysis by evaluating current business processes and workflows, develops alternative solutions and presents to appropriate audiences to gain consensus and approval
* Provide process leadership
* Improve the orders to Sales conversion process
* Is responsible for carrying out the Offer Engineering (including third parties products and post-processes quotation)
* Is responsible for performing the Contract Review

## Qualifications for commercial operations analyst

* Demonstrated eagerness to learn complexities of our business and become subject matter expert for areas of focus
* Strong facilitation skills with emphasis on coordinating and cultivating strong relationships with business partners
* Advanced database querying capability (SQL) and understanding of data warehouse design
* Master’s degree in Business, Computer Science, Information Technology or Data Science
* Experience with Microsoft SSAS, Microsoft SSRS, SAP HANA and/or SAP Business Objects technologies
* Subject matter expertise in regards to account planning, territory management and/or master data management system design