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# Example of Financial Sales Analyst Job Description

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

## Responsibilities for financial sales analyst

* Partner with Strategic Planning on the annual Budget/LRP process in order to understand year over year assumptions and gain an understanding of marketplace conditions and impact on future revenue growth
* Compile, review and analyze monthly closes
* Assist Manager in providing required deliverables and meaningful supporting analyses to Corporate and Segment Finance, Operational and Financial Management, and other Ad Sales departments
* Assist with monthly reporting deliverables for Corporate and help develop supporting analytics
* Prepare reporting for unique areas such as underdelivery liability and other ad-hoc analysis as needed
* Continuously assess policies and processes, while making recommendations to the Manager to implement improvements that will gain efficiencies, streamline workflow and improve reporting
* Garner a working knowledge of Hyperion Essbase and utilize to compile analyses
* Ensure compliance with government and company procedures
* Change agent to drive innovation in financial modeling
* Establish strong partnership with the key stakeholders (Sales VP, Sales Finance Director, and Finance Business Partners) to provide analysis support for the assigned business group

## Qualifications for financial sales analyst

* Master’s degree, MBA or CPA
* Media industry experience (Revenue is a plus)
* Proven knowledge of Hyperion Essbase (or related systems)
* Experience dealing directly with all levels of Management and ability to anticipate requests for information and analysis
* Desire for ownership and ability to operate independently in fast paced/dynamic environment
* Team player who adapts to change