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# Example of Financial Sales Analyst Job Description

Our innovative and growing company is searching for experienced candidates for the position of financial sales analyst. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for financial sales analyst

* Assist in building out Annual Operating Plan for Trade, Slotting, and OSD, and communicating key variances and drivers to the organization
* Participate in the annual process of building out allocations (targets) to Field Sales working with internal business partners and articulate key drivers and changes
* Responsible for Trade, Slotting, and OSD reporting, including various business reviews with Senior Leadership
* Work closely with Customer Strategy Planning team to understand risks and opportunities between Sales projections, targets, and the internal P&Ls
* Responsible for standardized reporting around Trade and Slotting
* Ensure full Trade & Sales Finance team is aligned to help translate field forecasts into the P&L
* Complete ad hoc requests as needed (such as Customer P&Ls, analyses in the areas of Trade tactics, returns on investment, promotion breakeven, promotion strategy, pricing realization, competitive analyses)
* Drive and analyze initiatives for the Sales and Sales Finance organizations
* Responsible for a variety of financial duties surrounding Sales reporting and analysis including, but not limited to, development of standardized Sales management reporting and analysis, Customer scorecards, Trade and Sales forecast/trend reporting, Customer performance/profitability
* Serve as a key resource for the Sales organization on accounting and finance related questions

## Qualifications for financial sales analyst

* Demonstrates proficiency in Excel
* Four plus years of experience in an Accounting/Finance related role
* Experience with corporate financial systems/applications
* Microsoft Office super user in Excel
* Sound knowledge of Corporate accounting policies and procedures and of basic financial techniques for planning, forecasting, and related analyses
* Expert level with excel (macros )