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# Example of Senior Analyst, Sales Job Description

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

## Responsibilities for senior analyst, sales

* Administer all elements of sales compensation planning, administration, field support, & quarterly or monthly processing of incentive payments for the business
* Act as the primary liaison to the field for any incentive related questions
* Coordinate and validate all relevant business goals results from work partners in Sales Operations, Finance, and HR to efficiently and accurately pay all Sales incentives through the Sales Compensation system
* Key participant for implementation of Sales Compensation System for 2017 Plan administration
* Assist as Business Owner for all required changes in the compensation tool/system, in order to reflect changes in business strategy or organization
* Ability to successfully adapt and perform in a rapidly changing, fast paced business environment
* Assist in the delivery of key business metrics
* Developing presentation material and analysis for planning efforts such as QBP, Annual Operating Plans, Top to Top, Space Growth
* Provie analytic support and insights to support the needs of the worldwide Sales and Services Group
* Lead development and interpretation of key departmental metrics, scorecards, capacity models and reporting to enable organizational decision making

## Qualifications for senior analyst, sales

* 4+ years of experience in Pricing & Planning or sales analysis in media advertising, buying and/or planning within an ad agency or ad sales department
* Wide Orbit experienced a major plus
* Bachelor’s degree in a business or related field preferred
* Experience working with SasS or PaaS companies preferred
* Experience required working with large datasets and using relational databases
* Demonstrates problem solving and research skills, excellent judgment and decision making skills