



Example of Sales Analyst Senior Job Description

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Our innovative and growing company is hiring for a sales analyst senior. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for sales analyst senior

- Use data and analytics to understand drivers of business performance and make business recommendations
- Develop and automate reporting dashboards for all levels of the Field to understand performance vs
- Work with the broader Field Operations team to identify critical CRM data and develop and automate processes and procedures to ensure accuracy
- Work proactively to circumvent issues and drive value add to the business including but not limited to providing insight to SFDC hygiene, pipeline and coverage health checks, analytics to support the good running of the business, support in preparation of QBRs or opportunity deep dives etc
- Ensure enablement and drive adoption of appropriate Sales methodologies to improve opportunity and account management (eg TAS/Deal Playbook)
- Support execution of annual planning process including historical reviews, quota allocation, insight into business potential for growth etc
- Guardian of Sales Territories
- Ensure the EMEA Theatre plan is 100% aligned to the Sales Territories in SFDC
- Audit territory changes and ensure 100% compliance with territory management rules
- Troubleshoot operational issues and alert regional, theatre and corporate functions as applicable

Qualifications for sales analyst senior

- Bachelor's degree in Business or Engineering or equivalent, MBA strongly preferred
- German mother tongue and fluency in English required
- Minimum 4+ years of professional experience in FP&A, Sales Ops or Sales Compensation
- Ability to maintain systematic approach under strict deadlines
- Experience implementing/using a sales compensation tool (Xactly preferred)