



Example of Sales Analyst Senior Job Description

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

Responsibilities for sales analyst senior

- Manage incentive compensation for the North America sales team, including calculation of quarterly payouts, accruals and recommendations for requested adjustments
- Perform ad hoc analysis and compile data for various performance metrics
- Collaborate with Senior Sales Ops Leader, Sales VPs and GSD/CSD account owners to identify and drive division selling opportunities at specific accounts/territories globally
- Partner across LSG divisions to gain complete customer analytics and business plan
- Strong Commercial orientation with a passion for understanding, developing, improving, and streamlining sales tools and reports for better guiding sales teams in setting selling strategies
- Prepare executive-level quarterly and monthly business reviews and present to internal and external customers
- Perform ad-hoc data analysis for business units around customer, products and vendor dynamics
- Assist with maintaining Cognos revenue reporting, and provide guidance and training to the sales team as needed
- Drive internal improvements and efficiencies within the Sales Operations team
- Project Support- manages projects as dictated by Business needs

Qualifications for sales analyst senior

- Exposure to international business settings a plus
- MBA/Management qualification from tier-1 institute (marketing specialization preferred) with an outstanding academic record
- 3-5 years of professional work experience in Sales & Channel function in a consumer facing industry
- Demonstrated capability of working closely with senior sales/marketing heads as part of planning and executing sales and channel focused turnaround/transformations
- Ease in approaching issues from a top management view and discussing them in the overall context of a business