



## Example of Senior Analyst, Sales Job Description

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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
- Provide 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