



Example of Senior Analyst, Sales Job Description

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Our growing company is hiring for a senior analyst, sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for senior analyst, sales

- Play a key support role in improving the sales process, through benchmarks and metrics to reveal opportunities for improvement
- Provide market insights, such as size and scope, to aid in strategic targeting of prospect accounts
- Aid Senior Sales Managers in providing accurate monthly forecasts, tracking accuracy over time
- Provide assistance in deployment and analysis of compensation for various department personnel
- Manage performance metrics for the sales and account management team providing pipeline insights on weekly calls
- Assisting in the preparation of the annual budget by preparing analyses to support inputs and assumptions
- Track the progress of newly won business
- Set up mechanisms to track progress in each market segment, results
- Manage Global Sales and Customer Success compensation plans in an accurate and timely manner
- Automate compensation reporting and processes and develop a compensation model for 2018 that aligns with the company's goals

Qualifications for senior analyst, sales

- Experience working with multiple levels of in-house management (to VP

- Minimum of 5 years of relevant work experience preferable in the consulting, pharmaceutical, medical devices or insurance industries is required
- Must be highly proficient with Microsoft applications
- SAS experience is highly preferred
- Must be able to travel domestically if projects require
- Solid knowledge and experience with best practices for sales compensation and sales motivation programs in a business-to-business (B2B) organization