



Example of Senior Analyst, Sales Job Description

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Our company is searching for experienced candidates for the position of senior analyst, sales. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

Responsibilities for senior analyst, sales

- Maintain the sales P&L, including SaaS bookings, headcount, and expenses
- Proactively analyze data to provide insight, identify problem area to recommend corrective actions to Sales Management
- Responsible for investigation and issues resolution of assigned Segments
- Coordinate and conduct report training, presentation of key insights related to sales patterns, customer opportunities, and performance towards specific targets, for both the Sales and Marketing organizations
- Work closely with Managers and Directors on various projects, on-going skill development
- Responsible for the support of incentive compensation within the scope of the North American LPD field sales teams
- Implement proactive sales analytics to identify new business opportunities and drive revenue
- Analyze key performance indicators for the sales organization and provide actionable recommendations to solve areas of concern
- Support the Global Core Customer team for the division, including macro level forecast discussions, management of financial slides for customer business reviews and contract pricing analysis
- Drive annual North America territory alignment, compensation design and target setting, while providing direction and oversight of global processes

Qualifications for senior analyst, sales

- Superior excel skills, beyond macro and vlookup expertise
- Position is available onsite at our Alpharetta, GA location or Remote
- Advanced level skill in Excel is a must
- Bachelor's Degree preferred, but not required with two - three years CPG related experience
- Experience in Sales, Marketing or Financial analysis