



Example of Senior Manager, Business Intelligence Job Description

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Our company is growing rapidly and is looking to fill the role of senior manager, business intelligence. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for senior manager, business intelligence

- Fulfill Business Intelligence ad-hoc requests for Executive Management, Sales, Sales Operations, and Marketing and Business Development Departments
- Research and assess companies in the Pharmaceutical and Biotech industries, including secondary research
- Gather and translate data and informational needs into business analysis and reporting requirements and technical specifications, understanding data and process workflow interdependencies
- Enhance analytical steps within each sales process and building efficiencies to improve scalability within different sales channels
- Provide strong analytical support on revenue and expense management within the Sales Department, along with providing strategies and solutions towards ongoing revenue growth through various channels
- Develop distinct analytical tools and strategy to enhance sales efficiencies both immediate and long-term
- Track, analyze and monitor all sales related expenses and ability to identify cost savings opportunities while summarizing costs in ledger and aligning closely with FP&A
- Own monthly P&L and forecasting process – identify variance against goals and budget
- Work with large datasets, analyzing trends and seasonality to identify growth opportunities and establish sales cycles

Qualifications for senior manager, business intelligence

- Demonstrated skills in the organization and analysis of information the ability to prioritize work
- Experience with product pricing and costing techniques, concepts
- Ability to manage and understand customers' needs and able to find and process company data to support business decisions
- Ability to lead and influence immediate and extended multi-disciplinary teams, including Sales, Finance, Operations, Network Planning, Engineering, Project Management, Purchasing, Help Desk, Legal, and Regulatory Affairs
- Degree in Business or preferably in a related field
- BS Degree Supply Chain / Computer Science / Engineering