



# Example of Strategy Analyst / Senior Analyst Job Description

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Our company is growing rapidly and is looking to fill the role of strategy analyst / senior analyst. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for strategy analyst / senior analyst

- Collaborating with key business partners to gather and synthesize data that will form the basis for budgeting and forecasting assumptions
- Analyzing the impact of key developments in the market and business in order to inform the budgeting and forecasting process
- Provide strong support to Hyperion Margin Cube design and implementation, design reports (both in Hyperion and MicroStrategy) for various management reviews
- Serve as financial lead on project teams (especially operational cost saving projects), perform financial modelling to facilitate investment decisions, validate financial data, and work with teams to control and forecast project spend
- The individual will bring visibility, transparency and analytical rigor to Trade Architecture components and considerations, working closely with key stakeholders in the Rev-Mgmt, CSP, Sales, Brand and/or Finance organizations
- Supports the annual/semi-annual customer performance assessment and rate-setting process (which enables the broader Sales Planning process), including management and maintenance of Trade Architecture models, development and mass-loading of initial customer-specific trade rates by Accrual Portfolio, and in-year rate adjustments due to compliance variances
- Oversees the monthly process of updating (and enhancing, if necessary)

- Create compelling sales stories that show why we are a great partner for our advertisers and bring findings to life in client presentations
- Interpret and synthesize all syndicated, behavioral, and primary (qualitative and quantitative) data to uncover persuasive insights
- Partner with sales directors and sales development teams to understand client objectives and determine outreach approach

### **Qualifications for strategy analyst / senior analyst**

- Experience in financial modeling and risk modeling
- Strong tertiary qualifications (required) with honours ( highly desirable)
- Track record delivering high quality output on time in a fast paced environment
- Quickly gain an understanding of principal revenue growth and retention levers
- Identify roadblocks and develop new insights and strategies for increasing share of private pay (non-government) payors
- Bachelors Degree with Actuarial designation