

Colombia Jobs Expertini®

Sales Analyst

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Company: Energizer Holdings

Location: Bogotá

Category: other-general

This is Energizer Holdings, Inc.

Energizer Holdings responsibly creates products to make lives easier and more enjoyable. To do this, we lean into our culture as an organization – we win together, while serving each other, with a willingness to act boldly, all while doing right. Our colleagues hail from all backgrounds, nationalities and walks of life, but our shared mission and purpose make us one team. Because we're a global organization, you will always have opportunities to learn, grow and develop in your career. We support flexible working arrangements wherever possible.

Position Summary

The Business Intelligence Analyst (Sales Analyst) plays a critical role providing insights into sales performance (sell in/sell out) within a cluster in supporting decision-making by the Commercial team and generate/analyze reports such as sales quotas, incentives, Nielsen, market, and customer information.

Responsibilities

- Compile and analyze sell out data by customer (direct sales) and by route (Distributors), identify performance, Gaps / opportunities, and recommend actions
- Create standard reports to support decision-making
- Support sales administration, set up sales quotas, implement sales incentives
- Manage Salesforce performance
- Monitor distributor performance
- Interface with Finance & Controllership on managing budgets

- Interfaces with Supply Chain on Demand Planning process
- Support Annual Business Planning at the cluster level
- Interface with marketing to analyze Nielsen and campaigns information

What we are looking for

- Experience and knowledge of sell in/sell out and commercial concepts and variables.
- Understanding of sales processes, metrics and performance levels.
- Analytical capacity (Use of tools such as Power BI, Microsoft Access, advanced Excel and Power Point)
- Attention to details
- Professional in business administration, economics, statistics, engineering, process engineering etc.
- Minimum 3 years experience in sales analysis / statistics.
- Excellent communication skills (written and oral)
- Strong business analytical skills.
- Ability to identify and implement process improvements to eliminate non-value added work.
- English: fluent conversational and written level

Come join us!

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