Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/tyres-senior-sales-analyst-50000-55000-basic-plus-benefits/

Filled by Sundridge Search – VACANCY CLOSED – x3 Tyres Senior Sales Analyst (£50000 – £55000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Tyre

Job Location
United Kingdom, Solihull

Working Hours
Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary
£ 50000 - £ 55000

Date posted
January 1, 2022

Description

We are seeking an experienced and strategic Senior Sales Analyst to join a dynamic sales team in Birmingham. This senior role will report directly to the Managing Director and oversee pricing strategies, rebates, sales reports, and forecasting while managing a direct report. The ideal candidate will have advanced analytical expertise, leadership skills, and a proven track record in driving sales performance

Responsibilities

- Lead the development and analysis of pricing strategies to maximize profitability.
- Oversee rebate programs, ensuring accuracy, compliance, and effective reporting.
- Manage invoices and rebates with all suppliers, ensuring timely processing and accurate reconciliation.
- Prepare and present detailed sales reports, highlighting key performance metrics and trends.
- Drive the creation of accurate sales forecasts to guide strategic planning and decision-making.
- Supervise and mentor a junior team member, providing guidance and fostering professional growth.
- Collaborate with sales, finance, and executive leadership to align on business objectives.
- Analyze market trends and competitor activities to inform pricing and sales strategies.
- Ensure data integrity in CRM systems and other reporting tools.
- Provide actionable insights to enhance sales performance and operational efficiency.
- Regularly report insights and recommendations to the Managing Director to support high-level decision-making.

Qualifications

- Bachelor’s degree in Business, Finance, Economics, or a related field; Master’s degree preferred.
- 5+ years of experience in sales analysis, financial analysis, or a similar role, with at least 1-2 years in a supervisory capacity.
- Advanced proficiency in Microsoft Excel, PowerPoint, and CRM tools (e.g., Salesforce).
- Experience with data visualization tools (e.g., Tableau, Power BI) is highly desirable.
- Proficiency in SQL or other database management tools is a plus.
- Exceptional analytical and problem-solving skills with a strong attention to detail.
- Proven leadership and mentoring abilities in a fast-paced environment.

- Excellent communication and presentation skills, both written and verbal, in English.
- Deep understanding of pricing strategies, rebates, and sales forecasting methodologies.
- Ability to work on-site in Birmingham every day.

Job Benefits

- Competitive salary
- Opportunity to lead and shape a high-impact sales function while reporting directly to the Managing Director.
- Career development and leadership training opportunities.
- Private health insurance, pension plan.

Contacts

info@sundridgesearch.com