CareerCross

PR/086487 | Sales Analyst

Job Information

Recruiter
JAC Recruitment USA

Job ID
1503798

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
United States

Salary
Negotiable, based on experience

Refreshed
November 19th, 2024 10:18

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

POSITION SUMMARY

This role supports the Sales Team by conducting analyses to promote category and brand volume growth. It involves creating dashboards using Circana and other retail sales data, as well as extracting, sorting, and analyzing data to assist the Sales Team in developing strategic sales plans.

RESPONSIBILITIES

- Collects and analyzes product, marketing, and customer-specific data relating to product category or brand performance.

- Analyzes the impact of key competitors' activity and reports impact based on distribution, pricing, promotion, and merchandising tactics.

- Provides ongoing tracking, analysis, and monitoring of category and/or customer performance against business

metrics and versus the rest of the market, and regularly reports status.

- Supports the development of the company's sales programs, including delivery of post-promotion analyses and pricing strategies.

- Interprets data, analyzes results using statistical techniques, and provides ongoing reports.

- Supports the development of data collection systems and other strategies that optimize statistical efficiency and data quality.

- Acquires ad hoc data from primary or secondary data sources for analysis using on/offline reporting tools.

- Identifies, analyzes, and interprets trends or patterns in data sets.

- Operationalizes repeated similar ad hoc requests for continued use.

QUALIFICATIONS

- Bachelor's degree in business, marketing, or equivalent from a four-year college or university; or three to five years' related experience and/or training or equivalent combination of education and experience.

- Proficient in CPG industry insights tools, such as: AC Nielsen, Circana, Spectra, shopper panel data, shopper loyalty data.

- Expertise in Excel includes pivot tables, macros, VLOOKUP's, and PowerPoint.

- 3+ years category or shopper experience and/or regional and independent experience (customer facing) is preferred.

LOCATION AND HOURS Irvine, CA, USA

- Full-time (40 hours/week)

- Hybrid work

BENEFITS

- Health Insurance (medical, dental, vision), Life, AD&D, LTD

- Sick leave, vacation, paid holidays

- Bonus

- 401(K)

SALARY USD70,000-80,000

We sincerely apologize, but due to a high volume of applicants, only those who successfully pass the initial screening will be contacted. We truly appreciate your understanding.

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Company Description