CareerCross by JAC Recruitment

JAC Recruitment — We are recruitment specialists around the globe — USA

PR/086487 | Sales Analyst

募集職種

人材紹介会社
JAC Recruitment USA

求人ID
1512804

業種
レストラン・フードサービス

雇用形態
正社員

勤務地
アメリカ合衆国

給与
経験考慮の上、応相談

更新日
2025年01月21日 02:00

応募必要条件

職務経験
3年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

日本語レベル
ビジネス会話レベル

最終学歴
短大卒： 準学士号

現在のビザ
日本での就労許可は必要ありません

募集要項

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.

#LI-JACUS   #LI-US   #countryUS

会社説明