

Sales Analyst & Support- (1 year fixed term contract)

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eppc

EPPC Albania on behalf of its client, a **construction international company**, is currently recruiting a **Sales Analyst & Support**.

Major responsibilities:

- Combine and analyze data to forecast sales trends & budgeting;
- Monitor and evaluate sales performance of customer base to adjust pricing, propose Bundles to upsell, mixed sells of products and systems to exceed budgets;
- Prepare accurate monthly, quarterly, annual sales trend/analysis reports using data from internal and external sources for the management;
- Monitor and evaluate Sales Representatives performance and provide recommendations for performance improvements to Market Manager;
- Analyze customer performance P&L and present the results monthly to Market Managers;
- Improve and build BI reports;
- Assess pricing and cost, margins, market, competition, suppliers and provide insight for business optimization and growth;
- Run customer Mapping as per channels and update accordingly the data in Sales Modules;
- Maintain and manage customer databases;
- Assist in preparing, distributing, signing and archiving customer contracts;
- Active role in designing digital sales channels i.e. Placing orders, e-commerce;
- Commercial Analysis & presentation preparations for group reporting, management team meetings reporting.

Requirements for this position are:

- **Bachelor's degree in marketing, statistics or sales;**
- **Minimum 3 years of experience in similar role;**
- Advanced knowledge of Excel;
- Experiences with BI, data analysis and reporting different tools;
- Advanced problem-solving and analysis skills;
- **Fluent in English Language is a must;**
- High level of organization and detail-orientation;
- Strong attitude toward teamwork as well as the ability to work independently;
- Demonstrated ability to multitask and prioritize;
- Digital concept skills – preferable.

How to apply:

To apply for this opportunity, please fill your application at:

<https://aplikim.eppc.al>

You will be contacted only if your CV will be qualified.