



## Sales Analyst

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*Iovate is the maker of the MuscleTech family of products and the leader in the sports nutrition, diet and health supplements industry.*

### **Opportunity:**

Due to our rapid growth, Iovate Health Sciences International Inc. has an opportunity for a **Sales Analyst** within the Sales team. As a Sales Analyst, your role will be to measure, report on and recommend changes based on strong analytical ability to interpret complex data within your designated Channel. You will also have responsibility for the revenue generated and the costs associated to that revenue by the company within a portion of the account base.

### **Principle Accountabilities:**

- Achieve Best in Class Customer Intimacy and Execution Excellence
- Properly resource the Sales team to achieve these goals through Strategic Sales Operations
- Have Sales drive customer knowledge, insight and process to profitably drive Iovate business
- Report accurately, thoroughly, quickly, and effectively on assigned customer base using KPIs such as sell-thru, sell-in, customer inventory, forecasting accuracy, revenue and costing planning, revenue and cost budgeting, and performance versus budget
- Develop and create up-to-date, easy to read POS reports that meet the standard set by Directors
- Juxtapose POS against sell-in and inventory, to gauge and accurately report on brand performance by customer
- Report on and track new product sell-in
- Work with customer marketing to develop demand planning expectations for new product introductions
- Work with IRI and AC Nielsen to glean statistically significant insight
- Work with Top 100 reports to add quantitative insight to competitive movement
- Work with customer specific reports to add quantitative insight to competitive movement
- Work to develop promotional approval forms and post-promo analysis to determine actual ROI
- Aid in and support regular reports on customer profitability, versus budget performance on sell-in, and on previous year POS
- Aid in and support monthly forecasting process
- Aid in and support the development of the yearly budget reports
- Develop customer financial scorecards
- Report on ROI of various customer marketing programs

### **Required Skills and Qualifications:**

- Post-Secondary Education in Sales, Business, Mathematics or Statistics
- Must be highly conversant with MS Excel and be able to develop, implement, automate and maintain reports by using complex formulae (v-lookup, sum-if, formula in Pivot-table etc), VBA and Macros
- Demonstrate exceptionally strong analytical performance
- Experience in consumer packaged goods and/or food industries is a must
- Strong written, communication, selling and presentation skills; solid business analysis skills
- As the ideal candidate, you will demonstrate the ability to drive sell-thru of Iovate brands with existing and new customers, and you will enhance our in-store presence with the established customer base

**Culture:**

Located in Oakville, we offer a dynamic, progressive, team based environment. We have on-site premium fitness facilities and encourage a healthy lifestyle. We also offer a comprehensive benefits package and the opportunity to grow with us. For further information please visit us at [www.iovate.com](http://www.iovate.com).

We are interested in learning more about you and appreciate you taking the time to apply in confidence to: [careers@iovate.com](mailto:careers@iovate.com). If you are a person with a disability and require accommodation in order to successfully submit an application, please email us to make your accommodation request.

***iovate Health Sciences International Inc. is an equal opportunity employer***