

Commercial Managers

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Company: Global Career Company

Location: Nigeria

Category: other-general

Under the supervision of the Head of Sales performance & Planning, this vital role supports the entire Country Commercial Data Team and reporting initiatives. This position has a specific focus on developing and coordinating systems and processes that engage and solicit data management and reporting analytics across the Commercial function. The role also requires ability to provide prompt and accurate reports and insights across the value chain, focus on Project planning, management and delivery of analytical and administrative support to all departments and projects in the Commercial function. Overall, the candidate will lead the data architecture solutions using a combination of SAS and SQL tools.

Responsibilities:

Lead point of contact and subject matter expert for obtaining all data aspects of Commercial Data and needs assessment – design the mining of information and operational data

Collate and evaluate reports to increase general sales productivity.

Design, development, and implementation of systems, database and data architecture solutions

Design and implementation of required reports and dashboards for the Central team, Sales Regional teams and Key Accounts

Periodic and timely publishing of reports to relevant stakeholders

Development and application of efficient and flexible code to undertake basic statistical analysis e.g. Data profiling, correlation and covariance analysis, etc.

Work closely with IT department to develop on demand data via Electronic Provider boards (Visual Dashboard)

Own the design and execution of Commercial Digital Strategy

Participation in collaborative business analysis activities to gather required analytics, reporting and dashboard requirements

Utilisation of strong data skills to provide solutions for both technical and business related issues associated with the implementation of business analytics solutions

Critically evaluate information gathered from multiple sources and reconcile conflicts

Single Point of Contact for all data analysis relating to the RTM model

Manage all Apps that support primary and secondary sales data and provide the data output in a useful format for business decisions – Centric, Retail Chatbot, etc

Support the Commercial Demand Review and Planning process

Lead the effective usage of Cliqview and other SAP reports as insights

Supports the Pricing and Insights Manager with required analytics and reports to drive insights for business decisions

Supports the Channel marketing managers with required analysis and insights to drive business decisions

Liaises with the Logistics and Industrial Planning team and Data Analysts to drive the Commercial deliverables

Provides leadership direction for the 3rd party data team

Personal Specification

3-5 years' experience in data management role or similar capacity Multi-sector and or multi industry experience will be an added advantage
Prior Data Analysis Experience
Understands what's behind automation and entailed in building and reporting aspects of analytics
Ability to help move forward and lead the Data Analyst metrics for Continuous Quality Improvement (CQI) initiatives
Knowledgeable of the high level of reporting needed to provide data and capture

big picture objectives Working knowledge of SAS and SQL tools Work closely with IT department in building of pertinent data for real time information (Dashboard) & reporting Sound knowledge of market dynamics, Consumer, Product and Competition. Expertise with Excel, PowerPoint, Power BI, Statistics **Be able to attend the recruitment Summit in London on either the 18th or 19th of April 2024**

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