

Reference number: S0007

**POSITION SUMMARY** - Location: - Seattle, Washington

Sensio Inc. is currently seeking an eCommerce Senior Sales Analyst. The eCommerce channel has grown into a strategic channel for sales of our products. As the eCommerce Senior Sales Analyst, you will be responsible for analyzing our e-retailer data to better understand our sales, share, traffic, conversion, in-stock rates, and product analysis. These insights will be used by management to drive sales and profitability. If you are interested in building the ecommerce business from the ground up, then this may be the palace for you.

**KEY RESPONSIBILITIES**

POS

- Ongoing sales reporting (weekly sales POS results, promotional trackers, inventory conditions)
- Interpretation of data to identify and develop trends and their implications
- Support Sales through weekly data pulls of sales, shipments and inventory and analyze to provide insight and recommendations on areas of opportunities within team
- Lead post-event analysis, and provide account teams with timely and accurate reporting and optimization recommendations (i.e. promotional analysis)
- Leverage retailer vendor portals in conjunction with Ideoclick Item Monitor as well as other eCommerce tools
- Leverages Insights resources and utilizes retail analytics from multiple data sources to maximize the impact of category leadership with customers
  
- **Budget Management**
  - Partners with Finance to compile and analyze monthly departmental budgets (spend, variance, adjustments, etc.)
  - Ongoing “check book” management and tracking of investment commitments
  - Develop and maintain item-level profitability models for eCommerce customers, and conduct scenario analyses to optimize assortment and performance
  
- **Account Management**
  - Assist eCommerce and B&M counterparts in preparing for key internal and customer meetings
  - Support Director in preparation of quarterly business reviews, forecasting calls and annual strategy development
  - Prepare for and participate in account visits as needed
  - Portray a compete-to-win attitude, and relentlessly pursue process improvement and business development opportunities
  - Helps to elevate the eCommerce omni-channel approach more broadly across Sensio
  - Serve as liaison from Sensio to Amazon agency (Ideoclick). Provide strategy and direction to Ideoclick and relay key learnings and insights from Ideoclick.
  - Along with Ideoclick, support all aspects of Seller Central.

## **REQUIRED SKILLS / EXPERIENCE / EDUCATION**

- BS/BA required in Business, Economics, Statistics, or related field
- 3-5 years of experience working with business analytics and large data sets
- Experience with eCommerce vendor data portals is essential (ex. Amazon.com, Wal-Mart.com, Target.com, etc.)
- Proficient with MS Office suite; especially Excel and Pivot Tables
- Ability to integrate several data sources
- Strong technical competency and ability to quickly learn new systems
- Demonstrate creative thinking to develop solutions in a complex and dynamic environment
- Adaptability/Flexibility – Works constructively under pressure, responds resourcefully to change and maintains a confident and constructive outlook despite difficulty, frustrations or ambiguity. Stays focused and maintains quality when handling multiple tasks at the same time, knowing when to consult others with critical viewpoints or experience to help make key decisions.
- Some travel required (5-10x/year) to account meetings and corporate office in Montreal.

PLEASE INCLUDE SALARY EXPECTATIONS IN YOUR COVER LETTER. THANK YOU

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Send your CV to [hr@sensiobrand.com](mailto:hr@sensiobrand.com)