

## Commercial Operations Analyst

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Company: Signify

Location: Huixquilucan de Degollado

Category: computer-and-mathematical

### Job Title

Commercial Operations Analyst

### Job Description

We're looking for a **Commercial Operations Analyst** to join our **Sales Automation team** in **Mexico**.

Working for Signify means being creative and adaptive. Our culture of continuous learning and commitment to diversity and inclusion creates an environment that allows you to build your skills and career. Together, we're transforming our industry.

As the world leader in lighting, we're constantly ahead of the curve. Through our leadership in connected lighting and the Internet of Things, we're breaking new grounds in data analytics, AI, and smart homes, offices, cities and more!

Signify is one of the few companies in the world to achieve carbon neutrality and our next sustainability goals are even bolder: doubling our positive impact on the environment and society by 2025.

As a **Commercial Operation Analyst** you'll be responsible for the sales & marketing enablement vertical or the pricing and market intelligence vertical within commercial operations team.

We're on the lookout for forward-thinking innovators with a passion for sustainability. If you match this description, get in touch!

### What you'll do

**Supports digitisation of commercial processes (Sales & Marketing). May manage**

**implementation of certain sales & Marketing tools for the market**

**Develop standard reports and commercial analysis to support the sales performance management**

**Analysis and reporting on various sales metrics from tools like DMS, SFA, Mylighting, SFDC etc**

**Supports the sales incentive process for one or more commercial channels**

**Develop and conduct sales analytics using customer, competitor, and market data to translate them into actionable Sales & Marketing strategies. Review and communicate findings and recommendations to senior management.**

### **Your qualifications**

Completed Bachelor's degree or engineering (Business Administration, International Business, Industrial Engineering or related careers).

Advanced aptitude in Microsoft Excel and knowledge of databases, pivot tables and data query.

Experience with Robotic Process Automation software and knowledge of AGILE methodology

Excellent verbal and written communication.

Advanced English required.

Experience using SAP is desirable.

Desirable knowledge of PowerBI, SQL, Snowflake, R, Python or data analysis technologies

Our candidate profile is just a guide. We know that many talented people only apply for jobs when there is an exact match. If you don't fit all the criteria but believe this role is for you, we would very much like to hear from you.

### **What you'll get in return...**

We're offering multiple opportunities for career development, like mentoring, coaching and stretch assignments, with strong international exposure for dynamic profiles. Learning is fundamental to our culture. Through continuous learning, we are transforming the industry.

You have the chance to learn every day, acquire new skills and perspectives through customized online programs, and on-the-job experiences.

See through the eyes of our employees!

#LI-MA1

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