

Manager Sales Analysis

Holland Landing, Ontario

About Us

Inscape has supported the evolution of the workspace since 1888. A versatile portfolio of systems, storage, walls and seating products addresses the diverse needs of today's office with solutions that stand the test of time – built to last and inherently flexible. Dedicated to delivering innovative solutions with care and expertise, Inscape is here to help you make life at work better.

About the Role

The Manager Sales Analysis will provide assistance with pricing and discounting, sales forecasting and other analytical requests. The Manager Sales Analysis is responsible for standard and AD HOC reporting requirements for all Inscape divisions. This role has one direct report and is also responsible for completing month end financial duties to support the finance team.

Primary Tasks & Responsibilities

- Manage Inscape's sales budgeting and forecasting activities
- Manage Inscape's sales discounting process, including evaluation and recommendation
- Perform detailed financial analysis on large or strategic sales opportunities, and present margin analysis data to senior Sales and Finance personnel to facilitate pricing decisions
- Develop and monitor corporate sales and gross margin reports by region, customer and product and review with Sales and Finance for margin improvement opportunities
- Develop and monitor Key Performance Indicators.
- Provide data analysis and coaching to sales team during annual operating budget and strategic planning process.
- Perform contract evaluations, narrative writing and pricing for sales proposals and RFP responses.
- Ad hoc financial analysis including presentation of results and recommendations to senior leadership.
- Monitor and report on CRM usage for the sales team
- Provide Sales with financial impact of offering incentives and special offers
- Responsible for setting up and revising dealer agreement terms in the system
- Ensure appropriate internal controls for pricing and discounts are maintained

Knowledge, Skills, Abilities & Education

- University Degree in Business/Accounting or equivalent
- Minimum of 5 years relevant experience
- Sound knowledge of the Sales and Customer Services processes
- Experience with major projects and how to support costing
- Strong mathematical and analytical skills
- Ability to communicate clearly with all levels in the organization

- Excellent computer skills and knowledge of Cognos is an asset
- Office furniture knowledge an asset
- Well-developed business writing skills

If you have the qualifications for the above position and are interested in joining a team oriented progressive company with excellent benefits, please submit your resume for consideration to careers@inscapesolutions.com.

We thank all applicants for their interest, but advise that only those selected for an interview will be contacted.

**Inscape values employment equity and is an equal opportunity employer.
Inscape will provide reasonable accommodation to applicants with disabilities.**