



Job Title: Sales Data Specialist

Department: Business Development (Retail)

Job Summary

Support our sales team by compiling and analyzing sales and market data to help our organization sell more effectively.

Main Responsibilities

- Preparing the budget and forecast
- Analyzing the client portfolio for all Retail sources
- Submitting profitability of portfolio for Ex-gratia request
- Accompany Sales Force when meeting clients to provide support, answer questions, and ensure a smooth and informative interaction
- Collect data from sales reports for analysis.
- Develop methods and strategies for assessing large amounts of data.
- Study past sales data to determine trends in productivity.
- Use sales prediction software to determine future trends.
- Monitoring and analysing competitive activity, customer, and market trends.
- Providing actionable insights to guide the sales teams.
- Contributing to the development of sales plans and objectives.
- Monitoring and evaluating sales performance.
- Determining sales potential and making recommendations.
- Monitoring of claims and loss ratios.
- Train and support sales team members in interpreting and utilising sales data effectively

Job Requirements

- Proven work experience as a Sales Analyst or similar role
- Possesses strong problem-solving skills.
- Communicates clearly and effectively.
- Relevant training and/or certifications as a Sales Analyst
- Excellent organisational skills.
- Strong attention to detail with ability to work in a team.
- Ability to work under pressure and tight deadlines.
- Positive attitude and result oriented.
- Fully conversant with MS Office Tools.

The company reserves the right to call only the qualified candidates for the selection exercises.

Applications received after the closing date might not be considered.

The company also reserves the right not to proceed with the vacancies.