

Ohio Medical

Job Description

Job Title: Financial Analyst (Sales)

FLSA Status: Exempt

Department: Accounting/Finance

Reports To: Financial Planning & Analysis Manager

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Summary

The Financial Analyst (Sales) for Ohio Medical is responsible for timely and accurate planning, reporting and analysis activities. This position will work on various financial and sales operations tasks including, but not limited to, management reporting, strategic planning, forecasting, financial modeling and analysis as needed.

Essential Duties & Responsibilities

- Support the sales team by providing business analysis, monitoring of customer opportunities and reporting on sales performance and trends.
- Monitor and analyze key performance indicators, reporting results to the sales team and management.
- Develop and use metrics and tools to measure sales performance and provide insight into how to optimize sales.
- Contribute to sales operations projects, including process development, sales training, documentation and use of new technologies.
- Report sales to quota for sales representatives and calculate commissions and other compensation plans.
- Report and analyze sales and margins by division, product category, distribution channel and geography.
- Provide timely, relevant and accurate reporting & analysis of the results of each operating company's performance against historical, budgeted, forecasted and strategic planning results to facilitate decision-making toward the achievement of the annual operating plan.
- Investigate and troubleshoot financial issues impacting each operating company and analyze the impact of potential solutions.
- Assist in completion of the annual operating plan.
- Conduct cost-benefit and 'what if' analyses and modeling.
- Execute additional ad-hoc financial analysis as required.
- Participate in monthly, quarterly and year end close activities as required.
- Business partner with other functional groups within the company to assist with reporting and analysis as needed.
- Perform all other duties as assigned.

Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education & Experience

Bachelor’s degree in Accounting or Finance preferred. Minimum of three years of experience in reporting, consolidation and financial analysis. Advanced knowledge of Microsoft Excel and business intelligence solutions. Knowledge of and experience with IBM Cognos a significant plus.

Language Skills

Ability to read and comprehend simple and complex English instructions and short correspondence. Ability to communicate effectively both verbally and in writing. Ability to effectively communicate information with other employees of the organization.

Reasoning Ability

Ability to apply commonsense understanding to carry out detailed but uninvolved written or oral instructions. Ability to deal with problems involving a few concrete variables in standardized situations. Must be detail orientated and possess excellent organizational skills.

Physical Demands

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is regularly required to use hands to finger, handle or touch objects, tools, or controls. The employee frequently is required stand, or sit for long periods of time. The employee is occasionally required to walk; sit; reach above the shoulders; stoop, kneel, or crouch; and talk or hear. The employee must regularly lift and/ or move up to 10 pounds.

Employee Acknowledgement_____

Manager Signature_____

Date:_____

The above statements reflect the general details necessary to describe the principle functions of the occupation described and shall not be construed as a detailed description of all the work requirements that may be inherent in the occupation.