



Job title	<i>Commercial Analytics Manager</i>
Reports to	<i>Chief Financial Officer</i>

Job purpose

The Commercial Analytics Manager will be the key business partner to help support data-driven decision making, insights discovery and strategy refinement for the commercial team and senior management. This role will support KPI creation and management for the sales and marketing teams, the application phase of product life cycles; product profitability and pricing modeling, customer behavior analysis and segmentation and monitoring market trends. In addition, this role will bring strategic thought leadership and problem-solving capabilities to the commercial, finance and operational teams.

Duties and responsibilities

Duties and responsibilities to include, but not limited to the following:

- Develop comprehensive knowledge of Ohio Medical's products, pricing, sales model and internal tools
- Diligently and accurately maintain & improve CRM customer data with guidance from management to support the efforts of Sales, Marketing & Finance
- Assist in pricing strategy reviews and optimizing our yearly pricing initiatives
- Establish working relationships with business partners to develop an understanding of analytic needs and opportunities for improvement
- Lead and develop analytics that deliver timely and high-quality analyses to drive scale, efficiency and effectiveness
- Design, develop and implement business ad-hoc requests and analytical solutions based on business needs
- Ownership of business planning and forecasting process
- Analyze and aggregate information and be able to communicate the information to stakeholders on varying levels of granularity
- Identify and test specific growth/efficiency opportunities that can differentiate our product in the market place and enable long term growth
- Work closely with the product team to develop testing strategies and measurement plans
- Communicate verbally and in writing, insights and strategies in a clear, concise and timely manner
- Assist in developing Senior Management presentations via Microsoft Office Tools

Qualifications

- Proficient with corporate productivity and web presentation tools
- Experience working with CRM platforms
- Ability to multi-task, prioritize, and manage time effectively
- Self-motivated, individual capable of multi-tasking in a fast-paced, competitive and metrics driven environment
- Skilled at establishing and executing priorities
- Results-oriented & process improvement focused
- Excellent organizational, verbal and written communication skills
- Strategic & analytic orientation

- Strategic thought leadership with ability to integrate industry trends, consumer preferences and internal capabilities into report summaries
- A proven track record of decision making and problem solving based on analytics
- Conceptual thinking skills must be complemented by a strong quantitative orientation
- Strong Microsoft Office/PC skills with ability to analyze data and maintain Excel spreadsheets
- BA/BS degree or equivalent

Working conditions

The Commercial Analytics Manager will be based out of our corporate office in Gurnee, IL

Please send your resume to:
HRresume@ohiomedical.com