

United Kingdom Jobs Expertini®

Senior Commercial Business Analyst

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Company: ICE

Location: London Area

Category: business-and-financial-operations

Job Purpose The Senior Commercial Business Analyst will be responsible for projects that support revenue/sales generation and prospect to cash workflow. Candidates accepting this position will join a team of analysts who cultivate strong data and business analysis skills while building commercial experience that results in revenue growth. This position reports to a Senior Manager, Commercial Analysts within the ICE Commercial and Business Operations organization.

Responsibilities This position's key focus will be conducting internal reviews of client accounts to align billing, contracts, and delivery service configurations with commercial policy. The Senior Commercial Business Analyst will perform in depth forensic account analysis, effectively follow through to address any uncovered issues, and liaise with internal stakeholders to move deals through the Sales pipeline. The Senior Commercial Business analyst will work closely with the Commercial Management team in providing data-backed recommendations to support effective decision making. Other responsibilities include: Forensic review and analysis by manipulating large data sets to support projects with business intelligence tools, Excel, and other technologies. Partnering with Sales / Account Management, Finance, Legal, Pre-Sales, and Commercial Management & Operations on recommendations for deal structure and deal closure. Support Commercial processes by analyzing revenue, price, utilization, and inventory to highlight risks and opportunities. Providing Sales / Account Management with guidance on elements of a 'good deal' using competitive insights and historical fee structure of comparable deals

Project and pipeline tracking • Improvement of existing processes to ensure ongoing efficiency and accuracy. Creating documentation to operationalize workflow. Prepare and present

data/insights to Commercial, Financial, and Operational management in a timely, relevant, accurate, and consumable fashion to guide strategic decision making. Salesforce workflow related tasks Knowledge and Experience Work experience, ideally with business or commercial analyst tasks/functions Prior financial services industry experience a plus A Bachelor's in Business Administration, Accounting, Finance, Business Intelligence, Engineering, or related field. Must be Microsoft Excel savvy (Pivot Tables, Formulas, Functions such as VLOOKUP) Salesforce.com, Tableau and order entry experience a plus Must be able to interpret contracts, orders, and understand the impact of delivery service configurations on commercial structures. Able to work independently and in a team environment. Self-motivated Highly organized with meticulous attention to detail Aptitude to manage and influence without direct authority. Excellent interpersonal, written, and verbal communication skills Ability to track and execute multiple projects in a fast-paced environment. Proven track record of problem solving and solution building. Strong customer service skills

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