

JOB TITLE – SALES ANALYST

Position reports to : Regional Sales Executive
Direct Reports :
Office Location : Adapt IT East Africa

PURPOSE OF THE POSITION

AdaptIT regional offices are sales driven organizations that spear head the creation of sales channels for the divisional businesses within AdaptIT. They are largely made up of sales teams that drive divisional sales, lead partnership development and new market analysis. The role of the sales analyst would be to help the regional leader with programs to improve operational sales efficiency, consistency, and compliance in support of the divisional financial and tactical business objectives within the region. Provides business practices and processes.

Serve as a liaison with other divisions such as Finance, Legal and Commercial in an effort to ensure accurate and timely transaction processing. Collect, input, verify, correct, and analyze data to measure key performance indicator actual versus business objectives. Provide updates to management regarding budget to actual, informing them of deviations and opportunities. Provide management with economic impact and compliance issues surrounding key business decisions and/or deals.

PRIMARY RESPONSIBILITIES FOR THE ROLE

- Supporting Regional leader in AdaptIT in daily duties: preparing business analyses, presentations, research:
 - Analysis of economical situation (GDP growth, FDIs, language coverage) in order to define new markets/partners/ M&A deals
 - Internal results analysis' & partners' coverage analysis – Market Sizing
 - Sales operations – YoY Growth; Pipeline conversion and other Key metric reporting
 - Define and suggest recommendation
- Cooperation with finance and business operations departments (analytical support) during preparation of the above
- Participation in M&A projects and assistance in creating strategy for large deals across divisions
- Responsibility for internal communication and logistics – monthly/quarterly reporting

DESIRED SKILLS, EXPERIENCE AND QUALITIES:

Education & Qualification

- 2/3 years management consultant background
- Knowledge of the IT market or willingness and determination to learn
- Very good knowledge of Excel and Powerpoint
- Analytical skills and attention to detail



- Ability to work on multiple projects/tasks in parallel
- Willingness to work in a very international environment
- Third year Bachelor or master's student

Relevant Skills, Knowledge & Experience

- Work with a Regional Sales Executive in a global corporation (shadowing, mentoring), in a dynamic multicultural environment
- Start/development of a career in a leading corporation operating in the most interesting and forward-looking sector of the economy
- Opportunity for soft skills training (internal training conducted by well-known external companies) and hard skills training

Driving Value

Actively seeking and implementing opportunities to maximize value in any aspect of the business.

- Setting a culture of continuously striving for better performance
- Challenging the current state in order to seek real improvements

Leading People

Motivating and developing people to deliver superior results in a responsible manner

- Building and maintaining effective culture
- Creating a climate in which individuals and teams develop their potential and contribute their best
- Managing accountabilities and providing timely and constructive feedback
- Coaching and providing development opportunities that enable high performance

Leading Self

Taking responsibility and accountability for own behaviour, performance and development

- Taking ownership for own performance and decisions and their impact on the business
- Demonstrating tenacity and resilience even when faced with obstacles
- Seeking opportunities for personal feedback, learning and development
- Acting decisively when tough or quick action is required

Contact Person: [Mandy Barret](#)

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