

Sales Analyst

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Company: Essity

Location: İstanbul

Category: other-general

Sales Operations Analyst

We are looking for a **Sales Operations Analyst** who will be responsible for providing timely, accurate and effective administrative support to the Commercial Organization.

The position is based in Kartal, İstanbul and working on a hybrid pattern which will be 3 days in the office and 2 days flexibility to work from home.

Main accountabilities and responsibilities

Maintain and develop sales reporting system (including maintaining and refining IMS data), ensure accurate and timely sales reporting.

Ensure appropriate and relevant documentation is made available to sales documentation, reports, and correspondence such as hospital tenders and rebates.

Maintain and develop **CRM** system, ensure data quality and continuous improvement of functionality and processes.

Provide analysis of sales and customer data and propose and generate tools and methods for improved sales efficiency and profitability. Close cooperation with local and Regional sales Excellence, Marketing, Sales Teams to fulfill these responsibilities

Perform background research on market, customer accounts, prospects, competitors, and industry trends to support the sales team's activities and share/present relevant info with Commercial Director & Sales Managers

Answer more complex, difficult or escalated internal and customer enquiries and provide direct

sales support to internal and external customers

Maintain and calculate sales target realization and create incentive bonus reporting.

Important contributor to Essity customers' e-commerce development, gathering e-trade sales data, provide e-commerce sales evolution to relevant stakeholders on a monthly basis.

Critical member of all sales development projects such as Segmentation, Essity Go-to-Market implementation, Trade Campaigns.

Support the registration of products in the Product Tracking System (ÜTS) of the Ministry of Health.

Responsible for the preparation and co-ordination of multiple stakeholder functions across the business to ensure the correct and timely submission of bids and tenders.

Experience and qualification requirements

University degree, preferably in Business Administration, Statistics or Economy

+2 years related experience, in Pharma or Medical sector.

Experience in complex Excel files; VBA, DAX and Power Query knowledge is a big plus.

Experience in PowerPoint to create simple, visually impactful presentations.

Fluent in Turkish and English

CRM management skills (preferably Microsoft Dynamics 360)

Strong analytical capabilities - Detail oriented - Extreme accuracy

Good communication and team building skills.

Preferably SALSA, SAP (or SAP B1) experience

Preferably IMS Health IAM experience and IMS raw data management/reporting experience

We're looking for people who embody our values, aren't afraid to challenge, innovate, experiment, and move at a fast pace. We're always looking for ways to improve our products and ourselves. If this is you, we'd love to talk.

What We Can Offer You

At Essity, we believe everyone's learning and professional development is unique and want to empower employees to reach their full potential in a winning culture motivated by a powerful purpose.

Collaborative and Inclusive Culture | Empowering & Engaged Leaders | Working with Powerful Purpose & Sustainable Impact | Learning and Growing in your Career | Supporting Well-being & Sustainable Working Life | Life-changing Innovations | Competitive Total rewards
Together, we are improving lives, every day.

Working at Essity is not just a career; it is a chance to directly make the world a healthier, more hygienic and safer place. With impactful innovations coupled with sustainable solutions, we strive to reach more people every year with the necessary and essential solutions for well-being.

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