



Job title: Sales Business Analyst
Department: Sales
Reports To: Vice President of Sales
FLSA Status: Exempt

For over 40 years, Masterbuilt has built innovative and simple-to-use cooking products with the consumer in mind. It all started in Dawson McLemore's backyard in 1973 with our first propane fish cooker. Today, Masterbuilt is well-known for the quality of our electric smokers, fryers, grills and automotive accessories. From the Butterball Indoor Electric Turkey Fryer to our Masterbuilt Electric Smokehouses to our Hitch-Haul brand of cargo carriers, Masterbuilt strives to build products that help you "Share the Goodness" with your family and friends.

Sales Business Analyst

The Sales Business Analyst will provide proactive analytical insight of current business trends specific to our portfolio of product offerings, which includes identifying future product opportunities, potential risks and business solutions. The position will be actively focused on the development, implementation, and on-going support for Masterbuilt's National Sales development team for their diagnostic reporting and data interpretation needs. The individual in this role must be creative and resourceful with a strong understanding of our retail customer sales and inventory management data systems.

Duties and Responsibilities:

- Provide in depth business decision and analytical support to proactively assess opportunities, potential risks and business solutions.
- Work effectively using our retail client's sales and inventory management data system (Retail Link), to evaluate and retrieve sales and inventory management data (e.g. pricing, dollar and unit trends, and promotions) to identify line item peak trends for replenishment recommendations, while reporting all Retail Link internal and external forecast opportunities (Imports & Domestic adjustments) to Supply Chain Manager.
- Provide customer administration assistance by actively monitoring all stock and inventory levels in Retail Link, which includes replenishment implementation strategies, completion of customer new item merchandising forms, PO line cancellations, item updates and contracts on a timely basis to ensure compliance with Masterbuilt's internal audit/compliance procedures.
- Effective management of retail customer relationships, retail customer partners and cross functional teams.
- Provide proactive communication strategies, coordinate and execution of retail customer meetings/consultations (seasonal and everyday- category/modular reviews by preparing all "call out" data, item store count, space, market baskets, etc.).

- Work effectively to understand our retail client's 'Go to Market' strategy, communication and customer focused mindset, which are critical to servicing the customer in this role.
- Develop a strong working knowledge of reporting systems and demonstrated ability to capture information to incorporate into insight based selling stories on brand and category trends (to include market share and distribution/ranking reports) via Excel and PowerPoint presentations, providing regular business updates and bringing new opportunities to our National Sales development team.

Requirements for Position:

Minimum of a Bachelor's Degree required

Minimum of 3 years of experience working in a current or former Retail Client Analytics Role (Retail Link/ Retail Client sales and inventory management data system reporting experience)

Advanced working knowledge with syndicated data sources and key metrics

Experience working with syndicated/retailer POS and Household (HH) Panel data

Experience using and creating pivot tables in Microsoft Excel

Experience with data connections and querying in Microsoft Access

Experience with MS Excel PowerPivot (ex. Power BI)

Experience with fundamental fact-based selling metrics (calculate inventory turns, gross margin turns)

Experience with fundamental category management principles/techniques

Strong interpersonal, communication and presentation skills

Must be self-motivated with a strong attention to detail while multi-tasking, demonstrated ability to quickly react to changing priorities

Ability to work in a team environment and also independently, with little direct supervision

100% Ownership of work, being accountable for not only wins but also opportunities that may arise

Home Based Office

Limited Travel

Masterbuilt Manufacturing is An Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability or protected veteran status.

Qualified candidates should apply for the position by sending his/her resume to HR@masterbuilt.com.