



<b>Job Title:</b>	Sales Analyst	<b>Position Type:</b>	Full-Time
<b>Department/Group:</b>	Sales Operations	<b>Travel Required:</b>	Not Applicable
<b>Location</b>	Columbia, SC		

**Position Description**

**ROLE AND RESPONSIBILITIES:**

The Sales Analyst works in conjunction with the Director of Sales Operations to deliver a broad range of support to the sales organization. The Sales Analyst will be responsible for the collection, analysis, and reporting of sales related data. The development and tracking of key performance indicators will be critical to improve understanding of business trends and drive decision-making. The Sales Analyst will create both standardized and custom reports, conduct quantitative product and sales analysis, and provide support for internal and external customers. The Sales Analyst must understand all facets of Sales to provide meaningful analysis.

**Responsibilities:**

- Work with the Director of Sales Operations, Senior Sales Manager and Senior VP, Sales to standardize reporting for sales representatives, sales managers, and BDI Executive team
- Generate monthly commission reports
- Ensure the integrity of the sales data related to compensation/commission is maintained
- Interpret raw sales data to identify patterns and areas of opportunity; track trends on accounts to recognize any decline or increase in purchases
- Coordinate with other departments to produce manufacturer and customer facing reports
- Maintain and update existing management reports on company sales performance and detailed pricing and margin by product and customer.
- Coordinate activities for the yearly budgeting process related to sales and goal setting for the regions, territories, and districts within Sales organization
- Maintain and improve monthly sales dashboards
- Generate ad hoc sales reports as needed by management
- Ongoing analysis by product, customer, manufacturer, or other categories as requested by management

**Qualifications:**

- Bachelor's degree with 3-5 years related experience
- Ability to build and maintain complex computer applications and programs that perform analysis, organize data and create reports from various sources
- Knowledge of relational databases and the ability to create stored procedures
- Ability to perform complex analysis such as regression, forecasting, cannibalization and probability modeling
- Ability to capture and document business and reporting requirements from multiple sources



**Skills:**

- Strong communication skills, both written and verbal, with the ability to convey complex information to a broad audience
- Strong interpersonal skills with the ability to work independently and within a team environment
- Expert knowledge of Excel
- Strong knowledge of MS Office applications including Word, Access, Project, PowerPoint, and Power BI

**Benefits:**

Competitive salary, Medical, Dental, Vision Insurance, FSA, and Dependent Care FSA, 401(k) plan with matching contributions, and more.

**About BDI Pharma, Inc.**

BDI Pharma is a privately owned national specialty pharmaceutical distributor. We create customized solutions to meet the distribution and support needs of manufacturers, healthcare providers, and patients throughout the life of each product within the specialty, niche pharmaceutical market. Throughout our 20+ year history, BDI Pharma has built a solid reputation based on our core values of professionalism, integrity, ethics, and responsibility.

**HOW TO APPLY:**

For more information about BDI Pharma, please visit our website [www.bdipharma.com](http://www.bdipharma.com).

Applicants should send a resume and cover letter detailing their qualifications and interest in the position to [apply@bdipharma.com](mailto:apply@bdipharma.com). While we sincerely appreciate all applications, only those candidates selected for an interview will be contacted.

Please note the selected candidate will be required to provide proof of eligibility to work in the US, and will be subject to a background check and drug testing.

BDI Pharma provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, or disability.