



## Sales Analyst

Rolf C. Hagen Inc. is currently looking for a dynamic Sales Analyst to join the growing Club, Mass and Grocery team in Oakville. Rolf C. Hagen Inc. is the world's largest privately-owned, multi-national pet products manufacturer and distributor – a true industry leader for over 60 years.

This junior to mid-level position reports to the Director of Sales – Club Mass Grocery and is an integral part of the Canadian sales team. You will be responsible for numerous responsibilities including:

### Key Responsibilities:

#### Analytical (50%)

- Utilize Retailer systems to analyze data, drive sales and maintain data integrity.
- Ongoing reporting (weekly sales results, promotional trackers, inventory conditions).
- Pro-active analyses leading to opportunity identification by evaluating trends in order to create corrective action plans to reverse/identify gaps.
- Analysis and dissection of complex data and extraction of key information.
- Interpretation of data to identify and develop trends and their implications.
- Initiate, develop and undertake analyses or projects to move business ahead.

#### Replenishment (35%)

- Accountable for the flow of inventory to a retailer in order to maximize sales and profits, including demand creation/review, order logistics and review, transportation planning, and reporting.
- Accountable for key metrics resulting from the above functions, including forecast accuracy, fill rate, in-stock and out of stock levels (collaboration with customer service, inventory planning, transportation and replenishment teams).
- Identify problem situations and implement replenishment strategies to correct.
- Create and manage reporting related to all sales and inventory activities / metrics for optimal decision making purposes.

#### Support (15%)

- Provide support and analysis for National Account Manager's Business Plans.
- Retailer systems management; item set up, forecasting and collaboration with National Account Manager on building business plan.

### Position Qualifications:

The ideal candidate will possess:

- 3 year college diploma in related field or equivalent level of industry experience.
- Demonstrated sense of urgency and bias for action, ownership and accountability.
- Keen understanding of industry market trends, dynamics and requirements. Ability to translate this into actionable conclusion to assist in sales
- Must have Retail Link software experience
- Strong communication, problem solving, analytical and statistical skills.

- Knowledge of consumer packaged goods and mass retail industry is a must (CTC, Walmart, Amazon)
- Intermediate/advance level excel skills is necessary.

If you are passionate about taking the next step in your career and you want to be part of a successful company, do not miss out on this opportunity; send in your CV and cover letter today

[HResources-Can@rchagen.com](mailto:HResources-Can@rchagen.com)

We thank all applicants for their interest but only those selected for an interview will be contacted.