

Analyst (Sales/Marketing/Operations)

Location: Toronto, ON

What you will do:

- Take a proactive approach in understanding key performance indicators pertaining to commercial activity in order to be able to explain key drivers or causes for sales variances weekly/monthly/quarterly
- Ensure that assumptions on volume, pricing and marketing initiatives are understood, accurate and documented
- Lead project/program changes and implementation, and assist in ad hoc requests
- Preparation of monthly sales reporting - including volume & analysis using web based and excel based tools
- Preparation of monthly sales activity reporting - including opportunity pipeline, customer visits and market information collected using web based and excel based tools
- Conduct monthly business reviews with Sales Managers, Industry Managers and Product Managers
- Actively involved in the quarterly and annual planning process
- Assist in coordinating of off-site General Sales Meetings
- Systematically analyze sales in order to identify profitable and non-profitable business to Sales Management
- Take a proactive approach in understanding elements of the Ontario P&L
- Ontario oversight for a selected product portfolio
- Other duties as required

What you will require:

- College diploma or University degree with two (2) years specialized training or experience in a related field (i.e. business) is required
- Must have a strong proficiency using PC programs and MS Office including Outlook, Excel and Word
- Must be detail oriented and have experience with numbers, reporting and analysis
- Must have the ability to rationalize, prioritize and implement the appropriate level of administrative processes for successful results
- Must possess strong entrepreneurial skills including being: flexible, optimistic, and a team player
- Must have experience with sales cycles and revenue generation cycles

How do I apply?

Please send your resume and cover letter in Word or PDF format to toronto.hr@univarcanada.com and indicate the job title and location (Sales & Operations Analyst - Toronto) in the subject line of your email. Please note that candidates are subject to background and reference checks. Thank you for your interest in Univar.

About Univar

Univar Canada is the leading distributor of chemistry and related innovative products and services in Canada. We provide more chemical products and related services than any other company in the marketplace. Our wide distribution network, with locations coast-to-coast, helps guarantee fast, reliable service to Univar's customers.

Safety is our first priority, both the starting point and foundation for all aspects of our global business operations. Safe transport and storage of products, safe operational practices and safe working conditions enable us to protect our employees, customers, suppliers and the environment.

To read more about our successes and what we do, please visit: www.univar.com.