

Commercial Analyst



Reporting to: Executive VP
Department: Sales

Company Background

The Company of Animals is a leading developer, manufacturer, and master distributor of pet accessories worldwide, supplying a variety of distributor, veterinary and retail accounts.

Our goal is to enhance the lives of pets and their owners. We aim to do this by utilizing our 40+ years in animal training and behavior to provide simple, effective, and kind products and education to pet owners all over the world. It is our belief that all common pet-ownership challenges can be simply overcome with the right products and advice.

Widely recognised for its product innovation and award-winning brands, the Company of Animals' impressive portfolio includes Pet Corrector™, Halti®, Pet Head®, Baskerville and CLIX®. The Company of Animals is a privately-owned company with sales in over 50 countries, and with offices in Surrey, UK, Denver, CO. USA and Melbourne, Australia along with distribution centres in UK, USA, Australia, and China.

We now have an exciting opportunity for a Commercial Analyst to join the team with the implementation and operation for our USA commercial forecasting and reporting strategy.

Main Job Responsibilities

- Sales Forecasting
 - Analysis of top line forecast against historical sales trends and sales targets at regional and customer level.
 - Lead process flow for forecasting by working alongside the Commercial and Operations team, implementing revised sales forecasting processes for Americas' division.
 - Monthly (or as updated) reporting of forecast validation, reporting back trends/updates to the Sales and Operations department for procurement and planning.
 - Review of monthly forecasts and alignment with the Americas sales team on measurement of forecast accuracy.
 - Analysis of top line forecast against historical sales trends and sales targets at regional and customer level.
- Commercial Reporting
 - Ownership of Americas POS (Point of Sale) database with regular reporting and communication of POS outputs with recommendations of sales improvement to the Americas team with regard to impact on forecast/trends.
 - Manage/Facilitate data flow from SPS commerce, retailers and sales team.
 - IRI/Nielson data analysis
 - Americas commercial inventory and sales analysis along with discontinued and aged inventory analysis and costings.
- Pricing
 - Develop pricing by channel on new and maintain pricing on existing items in alignment with our global margin standard and in partnership with our UK Commercial Analyst.
 - Maintenance and upload of pricing on NAV (ERP system).



Key Competencies and Experience

- A strong forecasting background with at least 3 years' experience
- Outstanding interpersonal and communication skills
- Able to work independently and on own initiative
- Ability to work from home
- Advanced Excel, Power BI, and analytical skills
- Have a love of animals.

Generic Company Information

- Office based role, day to day office wear - Casual.
- Hours – 8:00 to 5:00
- 15 days' vacation with 5 PTO days
- Competitive Health Insurance Plan, 401K Plan and Company bonus plan
- Staff discount on company products