

## **DESOTEC – Sales Analyst**

**DESOTEC US is looking for a Sales Analyst with Financial Planning and Analytical Experience to join our GROWING company!**

**Do you love working in Sales and support sustainability? Are you a person who loves to work with people and enjoys the challenge of analyzing data to increase Sales? If this sounds like you, read on!!**

**DESOTEC US is looking for a Rockstar to join our global team to assist in making our sales force #1 in the US!**

### **What will you do as a Sales Analyst?**

You will be responsible for sales development and sales initiatives by performing market and sales analysis and then sharing these insights with our sales organization to help the company achieve business objectives!

- The sales analyst will coordinate with Regional Leaders in analyzing sales leads and opportunity pipelines.
- Assist in quarterly and annual forecasts for North America.
- Evaluate and Support Sales Cycle conversions (lead to opportunity, opportunity to quote, quote to order).
- Management of CRM platform to drive performance of sales data for North America.
- Preparation of Monthly Business Review Presentations.
- Develop and Prepare standard Reports to communicate performance metrics to Regional Leaders and Individual Sales Engineers.
- Analyze Industry specific Market Reports and make recommendations for strategic market initiatives.
- Measure and report the performance of Sales Team.

### **What will you receive as a Sales Analyst?**

- You will receive a competitive and motivating compensation package in line with your experience
- Generous PTO package
- Customizable benefits package with a multitude of options. Benefits effective immediately.
- Dollar-for-Dollar 401k match up to 4% of annual salary
- Paid Holidays
- On-the-Job training for all positions including any possible promotions
- Career progression plans
- Paid parental leave
- Flexible Spending Account Options

- Immersion in a dynamic, innovative, and sustainable company
- Hybrid Work Environment

## Who are you as a Sales Analyst?

- A degreed professional in either finance, accounting, or another business related degree
- 3 or more years experience in a similar role
- Experience managing a CRM such as Salesforce, hubspot, NetSuite, etc
- Proficient user of Microsoft Suite including Excel and the use of Pivot Tables
- Excellent verbal and written skills

## If this sounds like you or someone you know, please apply or refer a friend!

### Additional Details

Desotec prohibits discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, national origin, sexual orientation or any other category protected by applicable federal, state or local law.

Desotec takes affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, national origin, protected veteran status or disability.

- EEO is The Law
- Laws & Guidance | U.S. Equal Employment Opportunity Commission (eoc.gov)

Equal Opportunity Employer Minorities/Women/Protected Veterans/Disabled/Sexual Orientation/Gender Identity

### To protect the planet – that's our mission at DESOTEC.

Desotec's **sustainable mobile filtration solutions** based on activated carbon are deployed for the treatment of Air Emissions, Wastewater, Remediation, Chemicals and Biogas. Through a **rental model**, our filters are distributed to production companies globally. Once the filter is saturated, it is replaced, and the spent carbon sent for **recycling & re-use**. That is how we **unburden our customers** of the administrative, moral, logistical and ecological consequences of their purification needs. The result: they can focus 100% on what really counts - sustainable production.

*That is how we fight for (y)our brighter future!*

<https://www.desotec.com/en>