

Job Description

Team	Global Commercial Finance
Position	Commercial Insights Sr. Analyst/Manager
Employee	
Valid from	
Reporting to	VP Commercial Performance and Business Controlling
Back-up for	
Back-up for the position	

Commercial Insights Sr. Analyst/Manager – SSI Diagnostica Group

SSI Diagnostica Group is a clinical diagnostic company with a mission to help prevent, monitor, and diagnose clinical diseases through our quality portfolios of Reagents and IVD Diagnostic products and solutions. We are a carve-out of the Danish Serum Institute owned by a Private Equity Fond. We are founded on the success of strong organic growth and acquisition of 3 clinical diagnostic companies. We recently signed off a new 5-year strategy for the group embarking on a journey to become *one global IVD Diagnostic powerhouse*.

Join our Commercial Finance team

You will be joining a dynamic group as part of our Commercial Finance and Business Performance team. Together, we work closely with and support our Commercial as well as Functional leadership teams as the main finance business partner in providing meaningful and actionable insights to enable strong profitable growth and contribute to the overall success of the company. Area of responsibility includes both a supporting/sparring and a challenger role in key processes such as reporting, insights and analysis, annual business planning and target setting, rolling forecasting, performance management, quarterly business reviews, Power BI development, investment cases, pricing etc.

As you start your new job, you can expect a steep learning curve as you get into the business and start providing high-quality financial analytics and commercial insights that lay the foundation for key decision-making at senior management level. We offer ample development opportunities with exposure to senior leadership in an agile and evolving environment where you will have the opportunity to make tangible impact on overall business direction.

Main tasks and areas of responsibility

- Work closely with VP Commercial finance and Head of Global Sales & Marketing and be an ambassador between global and local teams to ensure transparency and alignment
- Act as main finance business partner (including support and challenge) to commercial leadership teams for North America (NA) and Rest of World (RoW)
- Drive the annual budget and financial target setting process for NA & RoW
- Assist and prepare input for the long-term financial ambition for NA & RoW
- Ensure that regional financial ambition fits well into the overall Global growth plan
- Prepare and present bi-monthly and quarterly revenue forecast including relevant commentary, as a combination of local input and own assessment based on analytics and insights
- Provide relevant up to date, fit-for-purpose and structured reporting, insights and analysis to the commercial teams (including frequent updates of the Sales tracker)
- Become the local Power BI super user, support development of regional dashboards as well as training of new colleagues in key metrics/reports
- Understand the system environment and help optimize, streamline and continuously improve the reporting processes and ensure solid interface between our systems (Navision, Sage, Power BI, CRM (SF))
- Where needed, create regional custom reporting
- Manage QBR development and process for NA and RoW, including preparation of materials as well as participation and support in meetings
- In close collaboration with Finance and Operations colleagues understand the product profitability and assist the Commercial organization in the price setting process to drive profitable growth
- Part of the tender committee in RoW region
- Assist in preparation of commission and incentive models and review (and where necessary prepare) quarterly commission achievement and pay-out vs target

- Develop and prepare templates (Excel and PPT) and assist regions in creating and presenting Investment cases
- Potentially assist in M&A related work and other Ad hoc support to senior management as needed

Can you transform data into valuable insights?

As a person, you have a strong eye for detail while at the same time being able to apply the “helicopter” perspective and see business needs. You have a natural business acumen and skill for process, structure and systems and understand the need for providing relevant analysis and insights into the business. Learning on the go, you thrive in a team where we divide the tasks among us to get things done.

Competencies

- Hands-on and “can-do” attitude
- Strong ability to prioritize and manage multiple tasks independently and simultaneously, meet deadlines, and adapt to changing priorities and timelines
- Good understanding of business and how the commercial priorities and activities impact the overall performance of the company
- Strong communication and presentation skills
- Proactive and transformative mindset that thinks outside the box

Qualifications

- MSc. Economics & Data analytics or other relevant master
- Relevant professional background combined with solid experience and education / courses
- Super user of Microsoft Office (PPT, Excel, etc.)
- Strong communication capabilities and excellent written and spoken English

We will be reviewing applicants ongoingly until the right match between organization, role and person is found.

We look forward to hearing from you.