

## **Position: Sales Operations Analyst JB-240**

Q Core Medical is an international Medical Device company that develops and Manufactures innovative medical equipment. Specifically, Q Core develops infusion pumps and their related accessory products. We are looking for Sales operations analyst to support forecasting, analysis, reporting, operations, processes and systems.

### **Job Description:**

- Deliver accurate and on-time analysis, reports and ad-hoc requests to sales leadership that will serve as the foundation of our sales cycle and forecasting methodology
- Build, generate and analyze inventory and revenue forecast
- Evaluate current sales processes and workflows and provide recommendations and actions for improvements, based on strategic objectives
- Work closely with the Global Sales Teams and operations while supporting day-to-day inquiries, providing prompt and efficient resolutions, and ensuring smooth and productive performance
- Assist with implementation and administration of incentive compensation plans for the Sales Team

**Direct Manager:** VP Global Sales Operations

### **Job Requirements:**

- **Education:**
  - Economy Bachelor's degree , from a well-known establishment– Must
  - MBA – an advantage
- **Job skills:**
  - 3-5 years of experience as a Sales/ Business Analyst, preferably with experience in a medical device company
  - Experience from the Hi- tech industry – a must
  - Commercial oriented, ability to see the full business picture
  - Strong analytical background
  - Experience working with complex data sets, deriving insights with great attention to detail
  - Experience with visual analysis applications and Business Intelligence software



- Strong experience with Salesforce reporting and dashboard creation
- A proactive “can-do” attitude, with the ability to work autonomously in a fast-paced, cross-functional environment
- Advanced proficiency in written and spoken English
- **Language skills:** English – native language level. Franch/Spanish – an advantage
- **Personality:**
  - Good analytical skills, self-starter with drive, focus, and initiative
  - Good communication and interpersonal skills

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