

https://intscanada.com/job/sales-analyst/

# ?????-Sales Analyst

#### Description

Canon has been at the forefront of digital imaging solutions for more than 80 years. We've established a diverse culture that's made us a respected and successful industry leader. Canon's corporate philosophy is Kyosei: all people, regardless of race, religion, or culture, harmoniously living and working together into the future. We have been recognized by Forbes as one of Canada's best employers for diversity.

Each year, we demonstrate our ongoing commitment to environmental sustainability by participating in programs that support this philosophy and our Environmental Charter. Since 2019, Canon Canada has been named one of Canada's Greenest Employers, an award that recognizes employers leading the way in creating a culture of environmental awareness

We've adopted to the new world of work by introducing multiple workstyles to compliment our philosophy of belonging. We have high expectations of ourselves – and of you. We expect you to contribute from Day 1. We want your career with us to be a journey, and we provide the tools to help you succeed and have a valuable role in Canon's story.

We offer comprehensive health and wellness benefits, learning and development opportunities, recognition programs, and other perks.

Join our team and reap the rewards as we take Canon to the next level!

## **Sales Analyst**

### IND1

 Are you a motivated individual with a passion for analyzing data and driving sales?

As a Sales Analyst, you'll report to the Team Lead, Sales Analytics and play a crucial role in supporting our sales structure. You'll mine data, prepare reports, and collaborate across departments to identify new trends, solutions, and customers. The Sales Analyst role offers exciting learning opportunities and career growth. So if you're a highly analytical individual with strong technical skills and experience in Salesforce, we want to hear from you.

#### **Key Responsibilities**

- Consolidate data from various sources to update weekly and monthly dealer Sell-through/POS reports
- Organize and analyze Internal/External data such as sell-in, NPD, and POS

Date posted 2023[7][21]

across the dealer channel with a focus on providing actionable insights

- Prepare daily, weekly, monthly, and quarterly reports; for example: backorder, actual vs. quota, channel analysis
- · Maintain, update, and upload Pro-Markets Price Lists into Sales Force CRM
  - Ensure rebates are updated throughout the promotional periods and product lists are accurate and accessible in all relevant price books
  - Troubleshoot data in Sales Force CRM in collaboration with crossfunctional teams to ensure accuracy of database

# To Succeed You will Need:

- · Post-Secondary Education, preferably in Business Administration
- Minimum of 1 year experience as a sales analyst, preferably in the CPG market
- · Experience in updating, entering, data in Salesforce
- · Advanced Salesforce is an asset
- Experience in creating Vlookup, Pivot Tables, formulas in Excel. Knowledge of Macros is an asset

#### Why Join?

#### **HYBRID WORK**

- We offer a Hybrid work schedule. You will be in the office Mondays and Wednesdays each week, and can work from home for the remainder of the week (subject to specific business needs requiring office attendance)
- When working from home, a reliable internet connection is required. Remote work is supported with cloud-based applications and collaboration tools

## **BENEFITS**

- Comprehensive health coverage plan that includes medical, dental and vision
- · Life insurance, disability and wellness programs
- Vacation, Paid Personal Time and Sick days
- Matching RRSP contribution & Profit-Sharing Program
- Tuition Assistance Program for professional continuing education
- Discounts on Canon products, retailers, memberships and more!

#### **EMPLOYEE PERKS**

- · Free coffee and snacks
- On-site cafeteria and outdoor patio
- Employee gym and fitness centre
- Employee referral program
- Inspire Program, online peer-to-peer recognition for redeemable points on hundreds of products
- · Community involvement

#### **COVID-19 SAFETY PRECAUTIONS**

- Canon is committed to the health and safety of our employees, customers and communities.
- An important part of our workplace safety program includes our COVID-19 vaccination policy. Employees are required to be fully vaccinated and must provide Canon with proof of vaccination. Canon will provide reasonable accommodation if you cannot be vaccinated due to grounds protected by human rights legislation in your province of employment.

Join our team and reap the rewards as we take Canon to the next level!

As an equal opportunity employer, we welcome applications from all backgrounds and are committed to supporting and celebrating the diversity in our workforce. While we appreciate all applicant submissions, only those considered to be most qualified will be contacted for further assessment.

Canon Canada Inc. is proud to provide accommodation(s) during the recruitment process. For applicants requiring accommodation in the recruitment and assessment process and when hired, please contact us at accessibility@canada.canon.com or at 1-855-531-3850 or 905-863-8713.

Since 1973, Canon Canada has been the leading provider of consumer, business, and professional digital imaging innovation. Headquartered in Brampton, Ontario, with additional offices across the country, we are committed to the highest level of customer satisfaction and loyalty and provide 100% Canadian-based service and support for every product we distribute.

To learn more about Canon, visit careers.canon.ca