

Sales Business Analyst

Tvoji zadaci

We're looking for a data analysis talent to provide data-driven insights and structured analytical support to Management and the Sales Team, enabling effective sales planning, execution, and performance management.

The role focuses on regional and market-level sales analysis, article performance tracking, KPI monitoring, price promotion evaluation, and initiative follow-up. By delivering timely, actionable insights on customer achievement and balances, the position drives sales growth and improves team efficiency.

The role also supports Management with business presentations, cross-functional coordination, forecasting input, and sales-related reporting.

Analytics

- Develop tools, dashboards, and KPIs to support sales performance management.
- Analyze customer-focused activities (Plan vs. Achievement), identify gaps and trends, and highlight risks and opportunities to NSM and RMs.
- Conduct article-level and market-level performance analysis to pinpoint correction areas.
- Monitor segment performance and support management in formulating targeted action plans.

Reporting

- Provide customized reports and actionable recommendations for business decisions and initiatives.
- Support short- and long-term forecasting with accurate data and insights.
- Conduct quantitative analysis including ROI, trend analysis, opportunity/risk assessment, regression, correlation, cannibalization, probability modeling, and forecasting analysis.
- Develop reports to be insert to other systems or interfaces, e.g. Salesforce.

Management

- Support Management in sales budget preparation, target setting and rolling forecast reviews.
- Perform sales-to-budget variance analysis and provide improvement recommendations.

People

- Understand the requirements of management and ensure effective communication.
- Respond sensitively to team expectations and evolving business needs.
- Analyze and interpret customer behavior to support sales strategy.
- Gather feedback from the field and incorporate insights into reporting



ID posla
REF94683F

Lokacija
Петалинг Џаја

Liderski nivo
Leading Self

Fleksibilnost
Onsite Job

Pravno lice
**Continental Tyre PJ Malaysia
Sdn. Bhd.**

and strategy refinement.

General

- Present analytical insights and strategic recommendations to the entire Sales Team.
- Ensure effective communication between Management and the Sales Team.

Tvoj profil

Job Qualifications

Required Qualifications:

- Bachelor's degree in Computer Science, Business Administration, Information Systems, or equivalent professional qualification
- Minimum 2+ years of professional experience in business analysis, systems analysis, or related field
- Advanced proficiency in Microsoft Office and Power BI software
- Proficiency in business analysis tools and platforms, with demonstrated expertise in Salesforce
- Strong analytical and problem-solving capabilities with meticulous attention to detail
- Demonstrated competency in requirements gathering, documentation, and stakeholder management
- Advanced proficiency in data analysis and interpretation
- Exceptional communication skills, both written and verbal, with the ability to articulate complex information with clarity and precision
- Professional working proficiency in English (written and spoken)
- Proven ability to work collaboratively within team environments and manage multiple stakeholders effectively
- Strong organizational capabilities and demonstrated ability to prioritize competing demands

Preferred Qualifications:

- Professional experience within corporate environments and manufacturing or retail industry
- Knowledge of retail business process modeling and workflow analysis
- Established track record of driving process improvements and delivering measurable business results

Naša ponuda

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O nama

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