**REGENT Business School,** a DHET registered and CHE accredited private higher education distance education provider, offering undergraduate and postgraduate business qualifications, has the following vacancy available:

**Sales Planner/Analyst– Johannesburg**

**PURPOSE:**

Responsible for the collection and analysis of sales data to increase sales productivity and customer satisfaction. The incumbent is expected to be comfortable with a start-up environment, demonstrate ambiguity and have the ability to produce new ideas which will assist the business with continuous improvement.

**CORE FUNCTIONS:**

* Responsible for the collection, analysis and reporting of sales related data in an ongoing effort to increase overall sales productivity
* Develops presentations that analyze sales and marketing activities and achievements
* Proactively analyzes win-loss data and reports on key findings to management
* Assists in the identification and development of business opportunities through analysis and interpretation of consumer, customer and market data
* Sales forecasting to facilitate accurate sales and monitors customer specific data
* Provide sales reports, margin analysis and key performance metrics
* Evaluates the effectiveness of promotional efforts in the market using available data sources
* Provide support to the sales team

**QUALIFICATIONS:**

* Marketing degree or equivalent
* Post graduate qualification will be an added advantage

**EXPERIENCE AND SKILLS:**

* A minimum of 3-years’ experience in the sales and marketing environment
* Proven experience in sales analytics
* Proficient in English
* Excellent communication skills: verbal, written and reporting skills
* Strong quantitative and qualitative analytical abilities
* Microsoft office suite especially powerpoint and excel
* Experience with CRM usage
* Strong analytical skills, data driven thinking and attention to detail
* Must demonstrate self-motivation, enthusiasm, organisational skills and be goal orientated
* Ability to plan/organise and manage time appropriately
* Self-motivated and results driven
* Able to work independently

**ADDITIONAL REQUIREMENTS:**

* Be able to work during weekends when requested
* Must have own transport
* Must be willing to work in Auckland Park

**To apply: All applicants are to forward their CV’s to** hr@regent.ac.za **by no later than 21 February 2018.** Should you not hear from us within 14 days, please consider your application unsuccessful.