

Commercial Analyst

Reporting to: UK Commercial Director	Direct Reports: None
Department: Commercial Excellence	Location: Watford (2 to 3 days/week minimum)

Company Information

Established in 2000, Clinisupplies is a UK based medical devices company specialising in the manufacturing and marketing of products for the primary and secondary healthcare sectors.

Mission

To enhance quality of life and provide peace of mind

Vision

Access to precision medtech for every patient, globally

Values

- Agile
- Inquisitive
- Collaborative

What do we stand for?

Same on outcomes. Better on price

At Clinisupplies, we want to make a difference in healthcare. That means understanding our customers' needs and delivering on their biggest priorities. We recognise that the NHS needs to offer quality of care and save money – that's why Clinisupplies offers products that are designed to deliver value to customers. With a strong focus on Urology, Wound & Skin care, and Wound Closure, our products and services are developed to assist clinicians and patients, with practical solutions that provide high quality outcomes at an exceptional price.

Role summary

As a Commercial Analyst in our UK Commercial Department, the post-holder plays a pivotal role in enabling the business to make better decisions, both financially and for our customers. Directly reporting the UK Commercial Director you will be responsible for ensuring relevant and accurate data is provided to the commercial function (Sales, Marketing & Contact Centre). This will be delivered by working in collaboration with the corporate analyst team and developing your own reporting for local initiatives.

You will be commercially curious and enjoy all aspects of data analysis and management. You will identify sales trends and produce valuable insight for the UK Commercial Director and the wider commercial team to positively impact decision making

Role responsibilities

A summary of key areas of responsibility is as follows:

Commercial

- Support the UK Commercial Director with analysis to deliver the commercial priorities
- Support with the delivery of performance reports across the commercial team
- Managing the relationships with external data providers

Marketing

- Support the team with market insights and product forecasting models

Sales

- Reporting of activity and performance across the two sales team
- Supporting and contributing segmentation and targeting activities
- Ensuring data accuracy for devising and implementing incentive schemes

Contact Centre

- Report on key performance indicators within the contact centre drawing from multiple sources (CRM, Phone, Web, ProScript) to provide a holistic view of the business to manage performance

Skills and Experience Required

- In-depth analyst experience
- High skill level with MS Office, Thinkcell and reporting databases (or equivalents)
- Ability to assimilate complex information into a cohesive, concise, and persuasive messages
- Experience in CRM analytics (ideally but not essential in Microsoft Dynamics)
- Ability to present and effectively articulate your findings to stakeholders
- Enjoys problem solving
- Self motivated and able to manage your own time

Clinisupplies is dedicated to the continuous development of our employees and offer excellent career prospects for the strong candidate. We offer an attractive benefits package including a competitive salary of up to £37,000 per annum for the right candidate, 26 days holiday pro-rata (increasing with service plus a day off for your birthday) plus bank holidays, pension, profit related pay.

Clinisupplies Limited is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or belief, marital status, or pregnancy and maternity.