

BESSEY. Simply better.

Innovative Cutting and Clamping Technology with Tradition



Get started with an innovative company!

In 1889, Max BESSEY founded the company BESSEY & Sohn in Stuttgart, Germany as a bright steel drawing plant. From its inception, the company has continuously expanded the range of products it offers. It was this spirit of growth that led BESSEY to begin production of hand clamping tools in the mid-1930s. Since then, the strength of its innovation has been underlined by the granting of numerous patents.

"To stop improving is to stop being good", is the motto of company as said by founder Max Bessey, which remains true today, as it will in the future, and is the guiding principle to everything that the company does.

Our growing business of selling consumer and industrial tools is looking for a

Sales Analyst

to join and strengthen our team in Cambridge, Ontario.

We need an enthusiastic individual who is an expert in Excel with the ability to analyze and interpret data, summarize findings into clear reports, identify and recommend solutions, and collaborate with internal stakeholders. The successful candidate for this role will be strong in analytics, will be a self-starter and be hungry to be part of team that will deliver results that make an impact to the organization. Experience in SAP is a definite asset.

Your responsibilities:

- Gather and interpret sales information
- Conduct data analysis and identify critical business trends, issues and opportunities and present recommendations
- Build and distribute automated dashboards, visualizations and data models to summarize key business insights
- Identify and communicate issues or implementation concerns and act to resolve issues; escalate issues as required
- Effectively communicate and collaborate with internal teams (sales, supply chain, account management and marketing) and external customers
- Understand the sales commissions plan and ensure commission payouts are accurate, timely and in compliance with the company policies
- Responsible for the validation of the commission's criteria and that it is met
- Assist in marketing efforts and sales es through data analytics and accurately update documentation
- Develop forecasts and models to support optimization and process improvement
- Attend Trade Shows and other assigned duties

Your qualifications:

- Bachelor's degree or equivalent experience
- 2-4 years' experience in sales operations and data management
- Previous experience in an inside or outside sales role or in a customer service role is a definite asset
- Strong analytical skills; ability to translate report results into actionable business items
- Proficient computer skills with Microsoft Excel, Access and PowerPoint
- Good knowledge of SAP
- Excellent oral and written communication skills
- Ability to demonstrate initiative, leadership and delivery of results
- Ability to work on multiple tasks and prioritize accordingly

BESSEY Tools welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process. Please send your application to besseyhrca@besseytools.com align with your salary expectations.

We are looking forward to receiving your application!