

## Organisation

AutoScout24 is an ambitious company with more than 20 employees in Belgium. For more than 10 years, we have been the market leader in our sector. Specialist in online sales of new and used cars, motorcycles, motor homes and light commercial vehicles. For us, mobile, internet, growth and innovation are key!

We are a subsidiary of a German company that runs the largest car site in Europe, with more than 2.000.000 ads online and also active in most European countries.

Dynamism, analyze, sales insights, creativity and innovation characterise our company. As Sales Analyst we are looking for someone who is passionate by numbers, and will support the sales, with all the above mentioned qualities, to reach the top.

## It's you we're looking for

As part of our **Sales Operations team**, you **analyze, interpret, and process revenue and customer data** to support our colleagues in the decision-making process. Your analyzes **enable our sales teams to work more efficiently** and target our customers more effectively. You know exactly how to interpret and prepare data to make it **understandable for our colleagues and stakeholders**. You're into the details, but also able to focus on the big picture.

At AutoScout24 we welcome different lifestyles and cultural backgrounds. We see diversity as a strength, all working together on an equal footing and with respect.

We are looking forward to your application!

### Your tasks:

- **Analysis of revenue and customer data:** Analyzing cohorts, segments, product groups and sales channels and identifying growth potentials and risks, making recommendations, monitoring and evaluating sales performance
- **Sales insight generation:** Defining and monitoring of Sales KPIs, proactive insight sharing to guide the sales and marketing teams
- **Tactical sales steering:** contributing to the development of sales plans and objectives and implementing them, forecasting demand, revenue and expenses
- **Ad-hoc analyzes:** Performing complex analyzes for various departments
- **Monitoring and analyzing competitive activity:** customer and market trends.

**Your profile:**

- Degree in business administration or finance
- Or 3 years of professional experience in the field of (sales) analytics or in a consulting environment
- Strong analytical and conceptual thinking skills as well as a natural approach to numbers in preparation, analysis, interpretation, planning and forecasting
- As a sparring partner for management and executives, you enjoy discussions and can confidently represent your topics, seeing yourself equally as an expert and service provider
- Highest self-demand for independent, accurate, highly motivated and responsible work, even under high pressure
- Very good skills in Excel and MicroStrategy or other CRM software
- Strong communication and presentation skills

If this appeals to you but you are in doubt about how exactly your skills match our requirements - we value personality, ambition and an open mind. Don't hesitate to get in touch and present your personal strengths to us.

AutoScout24 offers benefits that allow our employees to work as independently and effectively as possible, with a hybrid working model, in a modern office space. Our goal is to support you in doing your best work.

**We are offering you:**

- Employment in a growing international company
- Professional work environment with the opportunity for personal development
- Hybrid working model
- Support from your manager
- Market conform salary + additional legal benefits
- Company bonus
- Possibility for a company car (if evaluation is positive after 1 year at the company)

At AutoScout24 you can be yourself, in an honest/open atmosphere and a customer-focused culture where you are expected to succeed, take initiative, work together and go for the best result. Our aim is to create a stimulating working atmosphere in which you can develop your full potential.