

Company Description:

Sentec Inc. in Lincoln, RI, is the centrally located hub of Sentec for North America. We proudly represent and service the Sentec product line via our direct sales force in the US-States and via our dedicated national independent distribution network. Sentec Inc. also represents several Respiratory Specialty products including High-Frequency Percussive ventilators, Infant Transporters, CPAP and bilevel products and more.

Our goal is to improve patient care by enhancing education and training about non-invasive monitoring of ventilation and oxygenation in the field of intensive care medicine and respiratory care.

Sentec Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability or protected veteran status.

Our Values:

Patient Focused – Collaboration – Integrity – Quality

Job Description: Senior Financial/Sales Analyst

The Sales Analyst will partner with Director of Finance to support the North America sales team. Provide in-depth revenue and sales performance analytics to assist leadership in growing the business. *In addition to supporting business analytics and reporting needs the Analyst will also be responsible for working cross functionally with all departments to enable data driven decisions.*

Essential Duties and Responsibilities:

- Collect, analyze, evaluate data to report actionable insights to the sales and marketing teams.
- Provide analytical support required for the development and tracking of sales programs, plans and objectives; attend and participate in sales strategy meetings.
- Collect and analyze data to evaluate performance to monthly and annual sales goals, quotas, and forecast; provide explanations for variances to forecasts.
- Proactively monitor sales and margin data looking for trends, anomalies, and other insights.
- Support process improvement initiatives and developing actionable reports and dashboards for sales and marketing leadership.
- Provide customized reporting and recommendations in support of ongoing strategic initiatives.
- Oversee, administer, and improve upon the existing sales commission process in support of North America sales team

- Generate ad hoc reporting for Sales & Marketing.
- Ability to coordinate and manage simultaneous data analysis requests of varying size and scope.
- Assist with specific projects and initiatives, such as system updates and business process improvements.

Qualifications/ Education:

- Bachelor's degree in accounting, finance, or related business degree is required.
- 5 plus years of industry experience preferred.
- Proficient in Excel and MS Office
- Detail-oriented personality.

Preferred skills:

- Experience with Microsoft Dynamics CRM, Power BI a plus.
- Must have excellent analytical skills, with very strong attention to detail.
- Ability to work both independently and in a collaborative team setting.
- Ability to work within and meet all deadlines while executing on multiple deliverables.
- Proven ability to set and meet ambitious deadlines, handle numerous multifaceted financial matters and see projects through to conclusion.
- Strong written and verbal communication skills.

For more information, contact Rachael.lewin@sentec.com