



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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# Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/04

## Sr. Analyst, Business Insights

**Job ID** 241975-en\_US-5965

**Web Address**

[https://careers.indigenous.link/viewjob?jobname=241975-en\\_US-5965](https://careers.indigenous.link/viewjob?jobname=241975-en_US-5965)

**Company** Rogers

**Location** Toronto, ON

**Date Posted** From: 2021-10-15 To: 2050-01-01

**Job** Type: Full-time Category: Telecommunications

### Description

At Rogers, we're for supporting you on a journey to a rewarding career. Whether you're a developer, an analyst, or a customer care consultant, Rogers is the place where ideas become reality. We embrace change and find ways to do better. And we deliver on that commitment by fostering an environment of passion and innovation for all people.

As we grow our team, the well-being of our team members remains our top priority. To ensure the health and safety of our team members, including those in the recruitment process, our team members are temporarily working from home.

The **Sr. Analyst, Business Insights** plays a pivotal role in investigating strategic initiatives that enable the achievement of base management targets (example: retention/growth) and the optimization of sales coverage across direct and indirect channels across in Rogers For Business (R4B). This role enables the business unit to structurally maximize potential return on footprint investments; expand channels and headcount into new products and regions; expand the ability to solution sell at the source (one agent can handle our product portfolio); and increase agent quotas/productivity to lengthen the feasibility of continued direct channel investment.

Reporting to the Senior Manager of Sales Strategy and Insights, the successful candidate will be responsible for data analysis and insight generation for various business initiatives. This role is required to identify GAPS between business goals and front-line actions through understanding the needs of various stakeholders, creating insights for the top priorities and identifying the remaining GAPS. The Business Insights team works in a fast-paced environment that requires agility and full spectrum consideration of strategy execution.

What you will be doing:

- R4B Sales Coverage Analysis
- Regional / National Coverage Design: Conduct thorough market analysis and analyze current sales headcount by role by region to determine sales coverage and GAPS. Consolidate and communicate potential GAPS and outliers.
- Lead a diverse range of stakeholders; communicates effectively by adapting style and technique to a diverse audience
- Base Management and Insights
- Data Manipulation / Validation: Gather internal and external data to determine market potential / limits / footprint / current coverage
- Campaign

Execution: Create campaigns of “like”; billing customers are determine as sales channel to target a specific goal. Work with Regional RVPs / sales leadership to determine scorecard GAPS or areas of potential and align the marketing and product offering to best support high efficiency conversion.

Ongoing Feedback Model: Meet regularly with stakeholders to secure an understanding of what is and is not working. Use that knowledge for future programs and insights.

Reporting: Develop tools and models to report on the effectiveness of initiatives. Be deliberate in what the starting point and goal was to evaluate clearly where improvement can be attained.

R4B Reporting, Analytics and Insights

Create Visibility for Decision-Makers (All Levels): Compile data sets, with thorough understanding of what they contain / how they are created and assemble them to draw insights and create dashboards for frontlines all the way to the SLT.

Projects

Collaborate across cross functional teams on market leading projects and programs

What you bring:

3+ years of experience in business analytics

wireless or retail industry experience an asset

Bachelor’s degree or College diploma in Business or related field

Advanced Problem-Solving/Critical Thinking Skills: Demonstrated ability to work on a diverse scope of projects requiring detailed data analysis, creative/practical problem-solving

Advanced Communication Skills (Verbal, Written): Exceptional critical awareness when communicating the results of analysis in a clear and effective manner

Advanced Attention to Detail

Knowledge of Salesforce CRM - Advanced Working Knowledge of SFDC

Highly proficient with Microsoft Office applications - Advanced Excel (Knowledge of Macros and Power Query)

Knowledge of IT Data Management Systems (Specifically RDMS tools including Oracle, SQL Developer and PostgreSQL): Proficiency and strong understanding of relational database management systems

Knowledge of IT: Database Structure, Data Manipulation, BI Tools

V21/SGI experience an asset

Knowledge of Sales: Sales Process and Design, Quota Structure and Rationale, Activity Models and Productivity Capacity, Target Attainment vs. Quota

Knowledge of Marketing: Analytics/Reporting, Strategy Development, Value Statement Generation, Business/Data Capabilities and GAPS

Work Location: 333 Bloor Street East (012), Toronto, ON

Posting Category/Function: Reporting and Analytics & Analyst

Requisition ID: 241975

What makes us different makes us stronger. Rogers has a strong commitment to diversity and inclusion. Everyone who applies for a job will be considered.

We recognize the business value in creating a workplace where each team member has the tools to reach their full

potential. At Rogers, we value the insights and innovation that diverse teams bring to work. We work with our candidates with disabilities throughout the recruitment process to ensure that they have what they need to be at their best. Please reach out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the &lt;a

href=&quot;https://performancemanager4.successfactors.com/RCI/Rogers+Inbox+FAQ+April+2019+----+UPDATED\_+(002).pdf&quot;&gt;Rogers

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For more information, visit Rogers for Sr. Analyst, Business Insights