**Business Analyst**

**Commercial Division / Product & Planning Section**

Reports to: HOS, AVP - Product & Planning

The role reporting to the HOS Product and Planning, will contribute to the overall planning, development and growth of the business in the Retail environment. The key purpose of the role is to support and assist the Product and Planning architecture of B2B sales and where necessary the broader Retail business in meeting its growth and strategic objectives. Key deliverables will be to assist in the pricing and acquisition/renewal strategy of Electricity market offers, development of competitive intelligence templates as well as the preparation of various management and analytical reports on the retail performance. These ultimately lead to the signing up of electricity contracts at desired margins as well as achieving optimal contracted volume and revenues to Senoko.

**Your role:**

**1. Product and Pricing**

* Assist in market planning and analysis
* Support development of various value propositions in consultation with relevant business stakeholders
* Develop and maintain a market intelligence platform, regularly capturing competitor activity and company’s competitive position

**2. Business Case and Templates**

* Support business case development including pricing models, P&L templates, gross margin models
* Assist in post campaign reviews, including ROI and future recommendations
* Assist in the development of a Product Lifecycle Management program ensuring products are commercially managed

**3. Reporting**

* Aid in the development of a suite of reports including but not limited to Retail Report (weekly and monthly), Business Report, Gross Margin Reporting, Product and Offer Development reports and templates, Post Campaign reviews, Churn Reporting and Sales Reporting.

**4. Product Development & Configuration**

* Assist to ensure proper set up of product/pricing structure in billing system and so to ensure customers can be billed on a timely basis

**Your profile:**

* Degree in Commerce or Business with at least 3 years of relevant experience in a business analysis role preferably in the Energy Market sector
* Good IT proficiency (Excel, Word, Access, Power BI, VBA)
* Proficient in using data visualization tools (Tableau, Power BI)
* Good presentation skills
* Experience in product management and/or pricing strategy
* Demonstrated experience in the analysis of pricing models, P&L, product lifecycle management
* Demonstrable experience in assisting and supporting development of business case templates
* Good understanding of how product development integrates with development and implementation
* Ability to develop reporting and analytics on relevant products and pricing
* Financial and budget management
* Project Management skills, Microsoft Office applications

**Abilities:**

* Highly numerate and strong IT skills
* Structured, methodical and detailed in approach to developing frameworks
* Proven track record for improving process efficiencies and solving problems
* Excellent communication skills both written and spoken, and interpersonal skills
* Excellent analytical and problem solving skills