**Senior Business Analyst**

at Affirm

Remote US

Affirm is reinventing credit to make it more honest and friendly, giving consumers the flexibility to buy now and pay later without any hidden fees or compounding interest.

We’re looking for intelligent, driven professionals to join our Client Strategy & Insights team! This client-facing team is responsible for setting growth plans for our live accounts, driving client analytics, and delivering recommendations to current and prospective merchants. The ideal candidate will have strong analytical and problem-solving skills as well as interpersonal skills to work within the organization and with clients to drive forward recommendations!

What you'll do

* Build relationships and partner with our Client Success, Sales, and Data/Analytics team to grow our existing portfolio of accounts and build standard methodologies
* Develop strong client relationships to ensure the best outcome for both the merchant and Affirm
* Provide recommendations for quarterly account planning and initiatives to drive impact across the merchant portfolio
* Develop repeatable return on investment models and analytics for merchants
* Track and analyze and report performance of financing programs and A/B tests
* Build out analytics/insights that are valuable for our merchant partners and differentiate Affirm from competitors
* Maintain a solid grasp of our evolving data warehouse
* Become a specialist in the retail POS financing and e-commerce space

What we look for

* Passion and drive to reinvent both the retail and lending industry for the better
* 4+ years of experience in a client-facing and data-driven role (consulting, finance, analytics, etc.)
* Track record of optimally driving projects from end to end (from building strategy to execution)
* Solid understanding of analytical tools, such as SQL, Python, R, and Excel
* Good interpersonal skills and ability to work in a team environment and cross-functionally
* Ability to communicate findings and recommendations clearly to both technical and non-technical audiences
* A passion for finding insights in data and driving change based on those insights
* Ability to think creatively and critically and thrive in a fast-paced, multifaceted, and often ambiguous work environment
* Enough laziness to find a faster way to do your least favorite tasks
* Humble and a team player - you go out of your way to help teammates

**Location**

We’re excited to announce that Affirm is now a remote-first company! This role can be located anywhere in the U.S. and Canada (with the exception of Quebec). Remote based employees may occasionally travel to an Affirm office for meetings or team building events. Our offices in San Francisco, New York City, Pittsburgh, Chicago, and Salt Lake City will remain operational and accessible for anyone to use on a voluntary basis.

Check out [our remote-first approach](https://www.linkedin.com/pulse/new-ways-we-work-jude-komuves/?trackingId=b19Ndt4EShSxDp3fjaCHdw%3D%3D) to learn more about the new ways we work.

*If you got to this point, we hope you're feeling excited about the job description you just read. Even if you don't feel that you meet every single requirement, we still encourage you to apply. We're eager to meet people that believe in Affirm's mission and can contribute to our team in a variety of ways – not just candidates who check all the boxes.*

At Affirm, "People Come First" is a core value and that’s why diversity and inclusion are vital to our priorities as an equal opportunity employer. You can read about our D&I program [here](https://www.affirm.com/diversity-inclusion) and our progress thus far in our [2019 D&I report](https://www.affirm.com/downloads/2019_Affirm_diversity_and_inclusion_report.pdf).

We also believe “It’s On Us” to provide an inclusive interview experience for all, including people with disabilities. We are happy to provide reasonable accommodations to candidates in need of individualized support during the hiring process.

We will consider for employment qualified applicants with arrest and conviction records in accordance with applicable federal, state and local laws, including the San Francisco Fair Chance Ordinance. By clicking "Submit Application," I acknowledge that I have read the [Affirm Employment Privacy Policy](https://docs.google.com/document/d/e/2PACX-1vRSrHfbqKhhxAsI84tBH5hW85xiwEF4s8MOnfgDFJ5hl4_opeivo6dKc1kbywvVEppRe37UqYYsghB2/pub?urp=gmail_link), and hereby consent to the collection, processing, use, and storage of my personal information as described therein.