

Commercial Finance Analyst

Role Description:

Drive business performance through the provision of meaningful data and insights. Combination of internal focus through standardisation of business information and underlying data. External through analysis of market information and customer behaviour to drive growth in revenue.

Responsible to: Finance Manager

Key Results Areas:

- Implementation of improvements, automation and controls to create a framework for more robust underlying data allowing future decision making
- Preparation and circulation of management information
- Revenue improvement through specific analysis and insight
- Group reporting submitted in line with monthly deadlines

Key Responsibilities	Activities
Management information and data	<ul style="list-style-type: none"> • Standardise management information and analysis into regular reporting packs to drive consistency and structure. This includes, but is not limited to, revenue and margin analysis, order and quotation monitoring and overhead variance reports. • Work collaboratively with key stakeholders, using data analysis to provide insight to influence company strategy • Identify and deliver developments in reporting, system use and processes ensuring they deliver robust business information in an efficient manner. • Produce month end reports for submission to Group including bridges of actual to budget/forecast/prior year • Review and challenge project proposals and expected associated revenue and costs • Work to continually improve reporting to increase understanding and improve insight
Commercial	<ul style="list-style-type: none"> • Use data analytical skills to provide customer insight and identify behavioural change among our customers This includes, but is not limited to, customer profitability, customer segmentation and conversion rate analysis. • Improve forecasting through the development and maintenance of models to drive understanding of the business pipeline • Utilise Google Analytics and lead tracking in our CRM to provide marketing analytics to measure ROI of existing campaigns and help improve and develop new campaigns • Support systematic improvements and efficiencies across the business by analysing the available data to drive decisions. • Attend regular team meetings (sales, marketing and operations) as appropriate to gain a more thorough understanding of the commercial environment. • Undertake external benchmarking analysis to determine industry best practice and review our performance against key competitors

Customer Services	<ul style="list-style-type: none"> • Be the first point of contact for internal customers with financial data requirements • Ensure that customer service is maintained to the highest standard at all times for both internal and external customers • Manage a fluctuating workload, ensuring that accuracy is maintained at a high level
Contribute to Company Development	<ul style="list-style-type: none"> • Improve lines of communication with other Nu-Heat departments so employees know what is required of them and when • Identifying any new procedures which would benefit the department or the company as a whole • Work as part of a team, both within the finance department and across Nu-Heat • Make your manager aware of any new procedures which you think would benefit the company or its employees
<p>Our Values:</p> <p>Integrity – Doing the right thing to make a difference. Focus on honesty and quality</p> <p>Diligence – Taking care of every details to do things the right way. Focus on detail, accuracy and consistent effort</p> <p>Empowerment – The freedom to challenge, innovate and improve. Focus on continuous improvement with enthusiasm</p> <p>Nurture – caring for our customers and colleagues. Focus on relationships with genuine care</p>	
<p>Other Duties</p> <p><i>The list of job duties within this description is not exclusive or exhaustive and the post holder will be required to undertake such tasks as may reasonably be expected within the scope of the post.</i></p>	<ul style="list-style-type: none"> • To participate in the company's PDR process • To undertake relevant staff development/training. • To be responsible for the health and safety of self and others. • Make you manager aware of your own training and development needs so that these can be addressed
Key Skills & Knowledge:	<p>Technical Skill and Knowledge:</p> <ul style="list-style-type: none"> • An analytical thinker who can demonstrate attention to detail while, at the same time, retaining a clear view of the bigger picture. • Ability to summarise detailed data and communicate it clearly for both financial and non-financial people across all levels of the organisation • Experience of working in an analytical environment dealing with large databases and providing solutions to minimise manual processing • Experience of driving revenue increasing and cost saving initiatives. • Experience and understanding of financial reporting requirements-qualified or part qualified CIMA/ACA/ACCA • An inquisitive mind and drive to find the answers • Experience at working with excel to manipulate and interpret data in a business environment whilst being flexible and adaptable to the needs of the business • Experience of working in a pressurised environment and able to prioritise tasks