



At SeaCube, we acquire, own, manage and lease containers which are essential intermodal equipment used in global containerized cargo trade. This equipment has enabled the growth in global containerized trade because it allows efficient movement of goods via multiple transportation modes, including ships, rail, and trucks. We lease out equipment primarily under long-term contracts to the world's largest shipping lines.

As part of our current growth, we are looking for a **Business Analyst – Commercial Excellence**. In this key role, you will support the development and implementation of Commercial Excellence tools and processes across the businesses. You will drive research and analysis to derive meaningful insights to guide fact-based commercial business decisions. As a Commercial Excellence team member, you will gain significant exposure and skills in margin management, account management, tactical marketing, value selling, sales growth stimulation, innovation and sales force management. This position is based in Woodcliff Lake, New Jersey

Overall Responsibilities

- Aide in the development of Commercial Excellence tools and processes across all elements of Commercial Excellence including margin management, account management, tactical marketing, value selling, sales growth stimulation, innovation and sales force management.
- Deploy the Commercial Excellence platform in each business, proactively acting as a business partner to facilitate value creation in those business.
- Identify, report and discuss key issues and develop action plans with commercial teams.
- Leverage and analyze multiple data sources for the purpose of monitoring, reporting and providing insights on any given market, competitor or key customer activities.
- Perform data gathering, validation and analysis to derive fact-based insights.
- Develop Commercial Excellence dashboards and facilitate monthly reviews to ensure continuous improvement.
- Identify Commercial Excellence improvement opportunities and proactively propose new initiatives

Qualifications required

- Degree in Business, Economics and/or related discipline
- 1-3 year's work experience, ideally in Sales / Marketing / Business Analysis.
- Demonstrated competence in the use of software tools for data extraction, manipulation, analysis and presentation (e.g., Microsoft Office).
- Highest standards of accuracy and precision; highly organized.
- Articulate with excellent verbal and written communication skills.
- Excellent analytical and numerical skills

If you are interested in this unique opportunity and would like to join one of the largest container lessor in the world that values its employees and that is committed in exceeding its customers' expectations and deliver reliable service**this position is for you!!!** To gather more information on this role, please contact jkucey@recrutex.com or at 514 242 0197