

## Sales Intelligence Analyst

### Bangarang Beverage Co. And Equals Brewing Company

**JOB LOCATION:** London, ON

**COMPANY:** Bangarang Beverage Co, a part of Equals Brewing Co.

**REPORTING TO:** Director of Sales

**POSTING TYPE:** Permanent, Full-Time

#### Company Description:

Bangarang Beverage Company is a growing brand that was launched in the middle of the pandemic to bring colour and vibrant flavors to those enjoying our products! During uncertain and unprecedented times we wanted to feel United in Life's Adventures through the enjoyment of similar activities and similar drinks. Offering a range of alcoholic hard seltzer beverages and beers in the Ontario market, our colourful brand has taken the industry by storm. Started by a team of creative and enterprising individuals, we are always looking for top talent to become an integral contributor to the success of this brand.

#### Description of Role:

We are looking for someone who is a keen, energetic, detail-oriented, and adaptable individual. This role provides an incredible opportunity to be involved and exposed to every area of the business while growing a variety of skills and knowledge. While this role is a key member of the sales team, they will also work cross-functionally with operations, logistics, marketing, and finance.

This position also requires a curious and data-driven individual that is interested in pulling trends and discovering new insights from data, numbers, and information. Using their resources, this individual will assist with improving plans, strategy, and the tracking & execution of both.

#### Role Responsibilities:

- Strong understanding of Sales Fundamentals and the need for timely and accurate data.
- Managing the database to ensure accuracy of data input, the integrity of reports, and support with insights on trends and opportunities.
- Compiling data from multiple sources and sales channels into one centralized database with accuracy and attention to detail.
- Working with the database, sales history, and other departments to create standard and ad-hoc reports providing foundational information, insights into channels, and brand or territory performance.
- Developing and maintaining achievable and accurate forecasts that can drive sales, financial, and operational planning.
- Strong understanding of how data can be used to uncover trends and insights. Willing to ask questions and discover new solutions.



- Take initiative with forecasting and planning to ensure back-end inventory has the opportunity to meet sales targets and forecasts.
- Understands how Sales, Supply, and Logistics are integrated and takes a lead on aligning production plan requirements with sales.
- Works with Beer Store Distribution Centers and other customers to align their plans with our production and sales forecasts to ensure fulfillment of orders.
- Monitor and report on daily store-level out of stocks in TBS & LCBO.
- Other duties as assigned.

## Job Requirements:

- 1-2 years analytical-based experience, alcohol-industry experience preferred.
- Post-secondary education: a focus on business analytics, accounting, mathematics, or related fields is preferred.
- Exceptional computer & analytical skills with the ability to use Microsoft Office and Google Docs.
- Strong analytical skills and understanding of basic accounting, mathematics, and finance principles.
- Proven ability to build strong working relationships with peers and external stakeholders.
- Effective written and verbal communication and strong presentation skills.
- Ability to work full-time Monday - Friday. The nature of the role may require non-traditional hours at times.

## How to Apply

If interested please send your resume and cover letter to the address below prior to the closing date.

Closing Date: Oct 1, 2021

Email: [HR@equalsbrewing.com](mailto:HR@equalsbrewing.com)

Subject: Bangarang Sales Analyst

We thank all candidates for their interest however only those selected to proceed will be contacted.

*Bangarang Beverage Company is an equal opportunity employer. Each job posting and candidate selection process that Bangarang undertakes will consider all qualified applicants for employment within the brewery without regard to race, colour, religion, sex, national origin, age, disability, or any other legally protected factors. Bangarang will work with qualified applicants on accessibility accommodations during all levels of our internal recruitment process. Please notify Bangarang of any accessibility requirements in an email and our team will work alongside you to ensure your needs are met.*