adcock ingram ⬤

JUNIOR BUSINESS ANALYST- GRADUATE TRAINEE

Adcock Ingram Holdings Limited and its Subsidiaries ("we", "us") is committed to protecting and respecting your privacy. Our Privacy Notice sets out the basis on which personal information collected inter alia from you, social media, recruitment agencies and our website, will be processed by us. The Privacy notice is available on our website www.adcock.co.za.

One of the conditions under the Protection of Personal Information Act 4 of 2013 (POPIA) provides that candidates have the right to be informed about the collection and use of their personal information,

In the course of your application: we may
•   collect personal information that may be used to identify potential professional opportunities other than the job you have applied for but of which we think might be of interest to you.
•   use your Personal Information to confirm references or background checks you have provided us.
•   request your consent to participate in aptitude tests or recruitment assessments.

We also use your personal information to respond to your inquiries, to verify your information and to share information with you.

Your personal information will be securely stored by the Human Capital Department and it will be retained for a period of up to 12 months as of the closure of the application procedure if your application is unsuccessful, and in case of a successful application and you are hired, your data will be transferred to your personal employee file.

By applying for this position, you consent to us processing your personal information.

We reserve the right to make an appointment. If you have not heard from us within 30 (thirty) days of the closing date, please accept that your application was unsuccessful. Correspondence will be entered into only with shortlisted candidates.

Reporting to	Business Intelligence Manager - Prescription Division
Job Purpose	- Create standardized/customised reports and conduct quantitative analysis for sales teams - Work with sales teams and external stakeholders in the analysis, documentation, and management of Prescription data and information requirements. - Prepare technical reports and presentations for sales teams by collecting, analysing, and summarizing information and trends
Required Learning	- A commercial or sciences Degree - Experience in business intelligence and analytics would be a huge advantage - Intermediate to advanced Ms Excel skills with the ability to build formulas/ models for analysis and forecasting - Knowledge of databases and ability to work with structured and unstructured data with differing time lines, multiple sources and multiple formats
Key Job Outputs	- Generate reports to enable the Prescription sales leadership team to make informed business decisions and fine-tune sales strategies - Collect, analyse, evaluate and report data in order to increase sales productivity and business solutions - Analyse trends and identify opportunities to maximize sales force effectiveness - Provide customized reporting and recommendations in support of ongoing sales decisions - Conduct analysis on brands, customer segments and track performance targets - Collaborate with sales and marketing management - Define key performance indicators for the sales force in the areas of targets - Provide territory sales analysis for all quota categories including: trend analysis, regional data, brand rankings, call analysis and other miscellaneous reports - Manage data to ensure accuracy when running reports - Develop data/information models and preliminary system architecture
Core Competencies	- Knowledge & application of data analysis and business modelling - Strong organizational project management skills

	- Knowledge of software and spreadsheet applications (Excel, Qlikview, Dataview, Macros, PivotTables) - Ability to interact at all levels of organization including senior management - Experience with graphs, charts and analyzation skills - Experience in data visualization techniques and tools - Customer centric and interpersonal skills necessary to manage business relationships
Enquiries	- Interested parties who meet the above requirement may e-mail to learning.development@adcock.com with reference JBA/20/10. - NSFAS funding will serve as added advantage - Application closing date is 20th October 2023