

Job Description

Title: Business Development Analyst

Location: Corporate HQ in Atlanta, GA 30331

Reports to: Chief Executive Officer

Purpose:

Sto Corp. (Sto), a global innovation leader of building enclosure systems and high-performance facade coatings, is seeking a **Business Development Analyst**. In this role, the **Business Development Analyst's** responsibilities include collection and analysis of information including construction market data, competitive intelligence, commodity price data, competitors and competitive products, and market segmentation. The position will also support Marketing in market analysis to align Sto Corp. products and systems with market needs and opportunities.

Essential Duties & Responsibilities (includes, but not limited to):

- Identify and analyze market data and extract and define relevant segment. Interpret data for the purpose of benchmarking and forecasting performance and market competitiveness.
- Correlate market data to company revenue market segmentation to assist in predicting market needs and opportunities.
- Analyze customer data, purchasing trends to provide analytical support to the Sales organization to evaluate effectiveness.
- Deliver innovative, high value-added financial information through monthly reporting for strategic decision making.
- Develop and maintain competitive pricing database by competitor and region.
- Recommends and supports synergistic business acquisition activities.
- Perform other duties as assigned.

Qualifications & Skills:

- Minimum Bachelor's degree in Business Analytics, Finance, Business Administration, or related field. MBA in Finance preferred. Equivalent work experience may be substituted for the degree requirement.
- Two - five years of previous relevant experience that shows the use of skills needed to execute this position successfully. Construction, Manufacturing, New Business Development, Consulting Business or related industry experience is a plus.

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- Strong financial aptitude is a must.
- Excellent analytical skills and a high degree of business acumen.
- Excellent critical thinking and problem-solving skills.
- Demonstrated knowledge and proficiency in applications: Microsoft Office 365 (required), Advanced Microsoft Excel and PowerPoint (required), database programs, and financial analysis software.
- Excellent oral and written communication and presentation skills.
- Ability to communicate effectively to all levels of the organization and amongst cross-functional departments.
- Proven time management skills displaying ability to manage concurrent projects.
- Strong organizational skills - attention to detail with strict attention to details and accuracy.
- Results-orientated and able to work both independently and within a team environment.
- Strong interpersonal skills.
- Self-motivator - willing to take the initiative.
- Creative innovator with entrepreneurial spirit.
- Active, lifelong learner mentality.

To Apply:

Submit your resume and cover letter to Jobs@StoCorp.com. Job ID: BDA

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