



## Sales Data and Financial Analyst

---

Odell Brewing Company in Fort Collins, Colorado is looking for a Sales Data and Financial Analyst to join our team. This new position reports to the Controller and works closely with our Sales Team. The ability to mine data from multiple sources, identify trends, make analytical connections, develop insights, and tell a story is essential to the success of this evolving role.

### About Odell Brewing

Since 1989, we've empowered a culture of family and collaboration, fostering a brewery full of beer centric people. It is this passion for beer that inspires us to create quality, handcrafted, and innovative brews. We're committed to providing exceptional service to our customers while making positive contributions to co-workers and our community through outreach and charitable giving programs. In 2015, we were named the "Best Medium Sized Company to Work For" in Colorado. We are the 27<sup>th</sup> largest craft brewer in the United States, are independent, and family and employee owned.

### Primary Responsibilities Include:

- Lead data collection efforts for many aspects of Odell's sales department. Analyze data retrieved from several data stores, including our various SQL databases and external data providers.
- Identify tactical sales opportunities using data and assist with developing executable plans to improve performance and drive revenue.
- Effectively communicate trends and quantitative projections.
  - Track, analyze and report on various sales metrics; monitor progress towards budget and sales goals and keep management apprised of any issues.
  - Generate analysis of sales trends, competitive activity and market intelligence to help develop sales forecasts and the annual budget.
- Assist with developing pricing strategies and analysis, including margin analysis and elasticity considerations.
- Assist with distributor inventory management, including identifying issues and providing recommendations to regional sales managers to ensure our distributor's success with our brands.
- Run ad-hoc data analyses to serve the needs of sales, marketing, business and other internal teams, and work with all of them to construct sustainable systems that put actionable data in front of those who need it when they need it.
- Assist as needed in various finance functions and projects, including budget analysis/reporting and exploring new value-add opportunities.

### Qualified Candidates Will Have:

- Bachelor's degree in finance, business, economics, statistics, or other related field
- Minimum of two years' experience in a role focused on data and analysis
- Strong communication skills, both written and verbal, with the ability to convey complex information to a broad audience
- Self-starting, inquisitive and detail oriented mindset



## Sales Data and Financial Analyst

---

- Adept in statistical reasoning and analysis
- Advanced proficiency in Microsoft applications (Excel & PowerPoint)
- Experience with a consumer-facing brand is preferred
- Basic proficiency in SQL, more advanced SQL skills is a plus
- Experience with CRM is a plus
- Familiarity with the beer or beverage industry is a plus

### **Benefits:**

Employee Stock Ownership Plan participation

401(k) with brewery match

Profit Sharing

Health/Dental/Vision/Long Term Disability Insurance

Paid Time Off – 14 days first two years, increasing with years of service

Paid Holidays

Paid Sabbatical at 10 years

Parental Pay

Weekly beer allotment

Please submit your completed application, cover letter, and resume to [jobs@odellbrewing.com](mailto:jobs@odellbrewing.com) with Sales Data and Financial Analyst in the subject line by April 21, 2017.

**Equal Opportunity Employer** - Odell Brewing Company provides equal employment opportunities to all employees and applicants for employment without regard to race, age, creed, color, religion, national origin or ancestry, marital status, sex, disability, veteran status, genetic information, sexual orientation, gender identity or expression, or pregnancy.