

## Business Analyst Jobs In Dubai | Talent Pal

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Location: dubai

Category: other-general

### Business Analyst Jobs In Dubai | Talent Pal

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Reporting to the Head of Distributor Markets managing a complex network of 12 countries operating across the Middle East and Turkey. The candidate would be at the center of the business understanding of the Middle East by building the proper reporting system, S&OP discipline, and Gross to Net (GtN) control. This role is pivotal in reinforcing the business's control and planning in a complex region to help the Country Manager and the Sales Leaders make the right decisions.

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Lead discussions related to building the annual operating plan. Aggregate all the numbers proposed by the commercial and marketing team. Compare vs. Prior year, market trends, SOH, etc., and challenge the teams to refine the proposed plans. Closely monitor the monthly performance of markets and suggest corrective actions to meet changing business requirements.

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Use data to assist in decision-making and build models to estimate the financial impact of the same. Ensure the demand plan is aligned with financial commitment for each month. Track risks/opportunities and highlight any deviance to all concerned stakeholders. Track the performance of innovation and one-shot promos. Ensure the forecasts are phased,

considering the marketing calendar and market lead time. Provide market insights to the demand planning team and assist in building base forecasts.

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