

Verde Farms, LLC

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Sales Analyst

About Verde

Verde Farms is the leading marketer of natural, organic and grass-fed beef in the United States. Working with family farms across the globe, we are connecting with consumers who desire healthy, great-tasting meat raised in a sustainable manner. Our employees believe in the company's core set of principles, and leadership's commitment to innovation!

As a dynamic, value-driven, privately-held company based in the greater Boston area, Verde Farms employees are united by the company's mission, supportive culture, shared values, and integrity. This is a great time for key individuals to be a part of the double-digit growth at an organization that continuously creates new opportunities for team members to develop while changing the industry landscape.

Reports To: Director of Sales Operations

The sales analyst evaluates and identifies trends in sales by analyzing industry data, from both within a company and outside. This involves collecting and examining data and using the information gathered to create coherent, intelligent reports, then presenting the reports to the team and to management.

As a Sales Analyst, you will be part of a highly engaged, extremely high performing, collaborative and fun sales team. We pride ourselves on having strong ethics and a great sense of responsibility to each other. If you have a strong service mindset to help others, and a competitive drive, you will be a great addition to our team.

RESPONSIBILITIES:

- Compile and analyze data over time to forecast sales trends
- Communicate with management team regularly
- Review past sales data to determine trends in productivity, forecast market trends, and develop on strategies to boost revenue
- Prepare accurate reports using data from internal and external sources
- Evaluate third-party data to determine best practices for company success
- Present actionable information and insights to team members and management
- Gather and analyze data in order to understand problems and address them proactively



REQUIREMENTS:

- Bachelor's degree in accounting, marketing, finance, data science or business analytics.
- Syndicated Data, CPG experience essential.
- Salesforce experience strongly preferred
- Experience with Tableau a plus
- Advanced problem-solving and analysis skills
- Excellent written and verbal communication skills, interpersonal and communication skills, attention to detail and sense of urgency.
- Strong work ethic and willingness to take initiative
- Good attitude toward teamwork as well as the ability to work independently
- Demonstrated ability to multitask and prioritize

Why Verde Farms?

- Competitive Salary.
- Excellent Health Benefits.
- Progressive PTO Policy.
- Awesome Work Environment.

There's something special about working at Verde Farms. We operate with a core set of principles: the promotion of health and wellness, animal welfare, and environmental sustainability. These driving forces shape our vision and actions that guide every decision regarding supply, products, partners, and employees.

If you're ready to join a team that values what they do, please submit your resume to us at careers@verdefarms.com.

****No Agency Candidates at this time. ****