



Sales Analyst (m/f/x)

Location: Haren

Working Hours: Full-time employee

1,400 employees in 24 locations around the world with a fleet of 60,000+ circulating containers. Since ELA's establishment in 1972, our business has continuously been expanding, we are specialists in mobile room solutions. Our family-run company based in Haren (Ems), Germany, is growing at a fast pace and we are actively looking for qualified and dedicated team players to join us locally, internationally and beyond.

To strengthen our team, we are looking for a **sales analyst (m/f/x)** who can measurably improve the performance of our sales with analytical flair, a strategic eye and entrepreneurial understanding.

In your role, you will analyze key sales figures, identify optimization potential and develop data-based recommendations for action to ensure our market success across Europe in the long term. You will combine data analysis, market research and strategic planning. As the link between controlling, sales and management, you will actively shape the future of our business model.

With your very personal profile of qualifications, talents and desires, you are exactly the person we are looking for. We are not like any other company. With us, you can expect exciting tasks, a wide range of development opportunities and a relaxed, fun culture. Are you interested? Then we should get to know each other better.

Your Future Role

- + Evaluation and analysis of internal KPIs (e.g. sales & order volume) to derive well-founded recommendations for action at national and European level
- + Monitoring the performance of sales teams, products and markets and identifying bottlenecks and optimization potential in the sales process
- + Analysis of market trends, competitive activities and customer needs to support strategic decisions
- + Support in target definition and tracking in close coordination with relevant departments
- + Close cooperation with sales, marketing, product management and controlling as well as consulting internal stakeholders on the basis of data-driven findings
- + Coordination and support of initiatives for the further development of sales

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What Your Bring to the Team

- + Successfully completed commercial training, e.g. as an industrial clerk or office management assistant (m/f/x) or completed studies in business administration, controlling, business informatics or a similar qualification
- + First professional experience as a sales analyst, sales development manager, business analyst (m/f/x) or in similar areas
- + Knowledge of analysis tools such as Power BI, Tableau or Qlik desirable
- + Confident handling of MS Office (especially PowerPoint & Excel)
- + Good written and spoken German and English skills
- + Structured way of working, ability to work in a team and very good analytical skills

What you can expect from us

- + Once ELA, always ELA. When you join our company, we want you to be a key member of the team, which is why we'll offer you a **permanent contract**
- + We offer you **flexible working hours** and the opportunity to work flextime
- + You have the option to **work up to 60% of your week from home**
- + We organize an **extensive onboarding program** for you at our headquarters in Haren (Ems), so that you can get to know the entire company, our products, and our employees
- + We offer you **fresh fruit and beverages** every day
- + Our **company fitness program**: for just €25 a month, you can have access to thousands of gyms, swimming pools, and more throughout Germany, including unrestricted digital access
- + The **ELA Corporate Benefits** portal offers attractive discounts on more than 1,500 brands from all relevant areas of life
- + We'd like for you to continue developing, which is why **we support your personal development** with a tailored range of options
- + We want you to be optimistic about the future, which is why we support you with our **company retirement plans** and capital-forming benefits for your financial security
- + With us, you can expect **flat hierarchies** and short decision-making processes
- + There's no need to part ways with your four-legged friend at ELA, as you can simply **bring your dog with you into the office** if the situation allows
- + ELA offers you a **diverse range of activities** at a global company, informal interaction with one another, and a whole host of opportunities to incorporate your own ideas

How You can apply

Please send your documents via our career website <https://career.ela-container.com> or via email career@ela-container.com including your CV, your essential certificates and qualifications, as well as a few lines about yourself and why we fit. We would then like to meet and have a personal conversation with you. We look forward to hear from you!

Any questions?

Contact us via email or WhatsApp/text message on +49 1511 9539616.