



Job Title: Sales & Revenue Financial Analyst

Position Location: Intematix Corporate Headquarters, Fremont, CA

Reports to: VP, Finance and Administration

Radford Code: 6104

General Purpose/Objectives:

Develops, interprets and implements financial concepts for sales and revenue related activities. Performs forecasting and technical analysis to determine present and future financial performance. Gathers, analyzes, prepares and summarizes recommendations for revenue plans, and operating forecasts. Performs economic research and studies in the level of business activity, sales trends, top customer trends, distributor activity, working capital requirements, and impact of governmental requirements.

Essential Duties and Responsibilities

- Develops, interprets and implements financial concepts for sales and revenue planning and control.
- Performs technical analysis to determine present and future financial performance.
- Gathers, analyzes, prepares and summarizes recommendations for revenue plans and operating forecasts.
- Assists in developing cost models to support marketing and manufacturing and analyzes actual costs to compare to models.
- Assists and supports data gathering, fact finding, estimation and modeling for budgeting and planning.
- Develops ERP and CRM knowledge and other business systems knowledge to quickly and reliably secure information needed to support decisions and run ad-hoc reports.
- Support and participate in accounting projects and month-end close in regards to sales, revenue and distributor-based activity.
- Other projects of a similar nature as required.

Required Qualifications:

- Bachelor Degree in Finance, Accounting or Economics
- 2-3 Years supporting or performing sales, financial and business analysis in a manufacturing environment, preferably in a high-technology industry
- Excellent mathematical skills
- Excellent modeling skills using business systems and Excel
- Experience with Salesforce.com or CRM highly desirable

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- Ability and flexibility to travel overseas from time-to-time
- Ability and flexibility to adjust working hours to support highly compressed delivery schedules and special assignments
- Positive attitude, self-starter, curious, work well as part of a special projects team, organized, communicative and willing to make decisions and make recommendations
- Proficiency in English a must.

Principals only! Send resumes and cover letter to: Jobs@intematix.com