

## Business Intelligence Associate

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Company: Acuity International

Location: Israel

Category: other-general

**Our vision aims to empower our clients by actively leveraging our broad range of services. With our global presence, we have career opportunities all across the world which can lead to a unique, exciting and fulfilling career path. Pick your path today! To see what career opportunities we have available, explore below to find your next career!**

This role is on our Business Intelligence & Sales Operation Team, directly trained and overseen by the Business Intelligence Manager within the Finance Department.

The Business Intelligence Associate provides proactive pipeline management and growth department administration while completing general technical and research expertise to the growth team and internal clients as assigned. Focus is on contract, budget, customer and competitor research and analysis at a strategic level as well as at a tactical level in the context of specific contract opportunities. This position will include training on the specific tools, functions, and expectations of the role under the facilitation of the Business Intelligence Manager and the Business Intelligence Team.

### **RESPONSIBILITIES:**

Develop SOPs and support the automation of forms and reports in support of business development procedural initiatives including SharePoint streamlining, Cost Code Requests, Gate Review Processes, and Market Research Standardization.

Creates and maintains documentation of business processes, flowcharts, and standard operating procedures (SOPs) as assigned.

Utilize Salesforce to maintain proactive pipeline management and business unit reporting.

Work in partnership with internal stakeholders in the administration of a Microsoft SharePoint based solution for past performance database knowledge management, knowledge sharing, and reporting.

Coordination in the administrative management of Growth department initiatives including purchase orders, project cost codes, subcontracting with consulting and services organizations, Vendor Registration management, IDIQ management, and expense reporting.

Work on special strategic and administrative projects as assigned.

Research, monitor, collect, report, and analyze information on our established and upcoming competitors, current and future opportunities,

Daily support for business unit pipelines including Market Research, Opportunity Tracking, Pipeline Management, and strategic presentation management.

Help Capture Managers benchmark competition against Acuity offerings, determine key strengths and weaknesses, develop market positioning.

Research and Analyze Acuity's past performance to help improve the offerings of various Business Units allowing Acuity to bid strategically on contract opportunities.

Develops outbreeding or overviews of work product in PowerPoint presentations and / or background research for Executive Level briefs.

Complete Competitive Analysis projects including research and analysis of corporate structure, core competencies, existing clients, and contract performance.

**LOCATION:**

Fully Remote

Travel may be required

**QUALIFICATIONS:**

Bachelor's degree required in business or any other related field.

6 months to a year of professional work experience.

Self-motivated with the ability to work well independently and to collaborate with growth team and other members of the Business Intelligence team to effectively prioritize and execute tasks.

Salesforce or CRM experience is preferred but not required.

Must have Advanced knowledge of Microsoft tools and templates.

Must have strong written and oral communication/presentation skills.

Proficiency with a variety of internet/electronic media search tools, practices, techniques.

Demonstrated capability using a variety of analytical packages/tools to perform intermediate statistical analyses for trends and anomalies.

Acuity International is an equal opportunity/affirmative action employer. All qualified applicants will receive consideration without regard to race, color, sex, national origin, age, protected veteran status, or disability status.

For OFCCP compliance, the taxable entity associated with this job posting is:

Acuity-CHS, LLC

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