



Senior Sales Operations Analyst  
Industrial Physics

### **Overview**

At Industrial Physics, we build test and inspection technology solutions that transform great ideas into exceptional products – our equipment is trusted by manufacturers all over the world to ensure quality of packaged food, beverage, and pharmaceutical products every single day.

Reporting to the Vice President of Global Sales and Marketing, the Senior Sales Operations Analyst will use data from our CRM to drive insights to make worldwide business more effective. Your analysis will challenge the status quo and help optimize how we cover and service our customers while advising on where we market and how we grow our company.

### **Responsibilities**

- Own the PowerBI commercial dashboarding and ad hoc reporting for CEO, VP of Sales & Marketing and other executives.
- Create actionable market maps where Industrial Physics can expand its customer base and deepen the company's share of wallet within its existing clientele.
- Improve sales effectiveness by analyzing win/loss rates and bottlenecks along the customer journey
- Maintain structured data and manage vendor relations

### **Qualifications**

- Minimum Bachelors in Finance, Business Administration or related discipline
- 5+ years professional experience in sales or analytical experience
- Demonstrated proficiency in PowerBI, Tableau or similar tool
- Experience managing dashboards and providing executive reports
- Excellent communication and presentation skills

For more information and to discuss this opportunity, please contact: [jeff@union-park.com](mailto:jeff@union-park.com)