



Position Description:	Commercial Analyst
Reports to:	Chief Executive Officer
Location:	Manila, Philippines
Key Relationships:	Marketing Team, Sales Team, Service Delivery Team, Engineering Team, NOC Team, Management Team, Suppliers, Partners, and Clients.

Position Overview

The Commercial Analyst is based in Manila and reports to the Chief Executive Officer. He/she works closely with the Product Manager, and Marketing, Sales, Service Delivery and Engineering teams. He/she is also expected to maintain a close working relationship with suppliers, and to have active engagement with Partners and Clients.

The Commercial Analyst plays a key role in commercial management of Cloud Plus's existing products and services, as well as in developing commercial aspects of new products and services, in keeping with feedback from Partners and Clients, industry trends and competitive threats.

The Commercial Analyst is responsible for reviewing requests from the Sales Team for special pricing, and recommending changes to pricing over time as required, finding the optimal balance between sales volume and service margins. This includes carrying out benchmarking, margin analysis, what-if analysis etc.

The Commercial Analyst may be called upon to attend meetings and events by phone, video conference and in person. He/she may also be called upon to present in both live and recorded webinars. As such, the Commercial Analyst needs to be presentable, have excellent communication skills, and demonstrate a high level of professionalism.

Position Functions

Commercial Management

- Review requests from the Sales Team for special pricing and manage the approval process acting as a conduit between Sales, Engineering, and the CEO.
- Monitor and review current pricing levels, making recommendations and seeking approval from the Chief Executive Officer as required to update portfolio price book.
- Develop new and update existing cost models at regular intervals to ensure business has a sound understanding of product and service cost structures and margins.
- Maintain up to date costs, pricing, and commercial terms in Salesforce CPQ including addition or deletion of products, services, and commercial terms, and assist the Quality Management team in the management and maintenance of the pricing framework in Salesforce CPQ.
- Carry out benchmarking against competitive offerings, margin analysis and what-if analysis towards ensuring that Cloud Plus's products and services are optimally positioned in the market when it comes to sales volumes vs product and service margins.
- Work closely with the Process Analyst and others as appropriate to develop and enhance the Commercial and Pricing Management processes and any other processes under Cloud Plus's ISO:9001 Quality Management System, that the Commercial Analyst is involved in.
- Report to the Management Team on a regular basis on all aspects of the commercial management, including product/service performance (sales figures, revenue, margins etc.),



ongoing pricing management and development efforts and any commercial operational issues that require attention.

Skills, Experience & Qualifications

- Previous experience working in similar role within the ICT industry (2 years+)
- Proven skills and experience that directly relate to the core functions outlined above
- Previous experience in developing and maintaining pricing and cost models
- Advanced knowledge in the use of Microsoft Office, particularly Word, Excel and PowerPoint
- Some knowledge in use and management of Salesforce CPQ
- Well presented with excellent written and verbal communication skills
- Excellent analytical and problem-solving skills
- Excellent time management skills with proven ability to prioritise tasks/projects appropriately
- Strong understanding of technologies and trends in the IT market
- Strong customer-service focus