



## **Business Analyst & Consultant Asia Pacific**

### **Division and Unit Overview**

ACS International Ltd (ACSI) Asia Pacific is responsible for providing sales management, marketing, business operations, and customer service, in support of the American Chemical Society Publications Division. ACSI contributes to achieving revenue growth targets, enhance market development, implement institutional sales programs, and represent the ACS to all target groups and stakeholders in the region.

### **Position Summary**

The Business Analyst and Consultant (BAC) Asia Pacific is responsible for data analysis and translating this into information and advice. This information and advice will be used to support strategic and tactical decision making, reporting, and business opportunities. The BAS will be able to consult stakeholders at all levels, and is able to link data with market developments and relevant sciences. Essential is a close working relationship with Business Analysis team in Columbus, as well as with the local and regional sales teams, and distributors. Being a champion at the tools provided and being able to transfer expertise to other users is also important.

This position will report to Sales Operations Manager, ACS Publications, Asia-Pacific.

### **Position Accountabilities**

- Responsible for regular and irregular reporting on sales, sales pipeline, revenue forecasting, product usage, and budgets.
- Responsible for customer, user, and financial data analysis, using available tools, such as Excel, QlikView, and Business Objects.
- Analyze data to provide deeper insights, and convey findings to management, sales team, and marketing team, in support of business decisions & planning, and sales & marketing campaigns.
- Perform detailed analysis of revenues and costs to identify and quantify financial risks and opportunities.
- Act as subject matter expert, trainer, and local system administrator for data tools.
- Collaborate with regional and global teams in support of multiple projects.

### **Education/Experience/Technical Knowledge/Skillset**

- Bachelor's degree or higher required.
- 5+ years of data analysis and consultancy experience required.

- Strong analytical skill, combined with high accuracy, and attention for details.
- Strong verbal and written communication skills and ability to present complex analytical results with narratives, in a clear and easy to understand manner.
- Curious, explorative, independent, hands-on and pro-active.
- High level of expertise in Excel and proficiency in advanced analytics tools such as Business Objects, QlikView & Web of Science.
- Fluency of English in spoken and written form.
- Located in Singapore.

*To apply for a position, please submit your cover letter and CV to [careers@acsi.info](mailto:careers@acsi.info)*