

Business Value Analyst

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Company: Motive Technologies, Inc

Location: , , Pakistan

Category: business-and-financial-operations

Who we are: Motive builds technology to improve the safety, productivity, and profitability of businesses that power the physical economy. Motive combines IoT hardware with AI-powered applications to connect and automate physical operations. Motive is one of the fastest-growing software companies in the world, serving more than 120,000 businesses, across a wide range of industries including trucking and logistics, construction, oil and gas, food and beverage, field service, agriculture, passenger transit, and delivery. Motive is built on four foundational attributes; Own It, Less but Better, Build Trust, and Unlock Potential. This has taken our company to great heights, including being recognized by Fortune for Best Workplaces, Forbes Best Startup Employers, and Comparably for our Best Global Culture, Sales Team, Leadership Team, Career Growth, and CEO for Diversity. We're proud to receive an employee net promoter score of 63 (according to Comparably) which places Motive in the top 5% of companies with 4,000 employees or more. Today, our team is made up of more than 3,000 employees, located across the world, providing support to a wide range of customers. While most of our employees are remote, many have the opportunity to work on-site at any of our 8 global office locations. Visit our careers website to learn more about opportunities at Motive.

About the Job: Using your deep expertise in company research, industry research, and corporate strategy, you will create content that convinces customers that Motive is the best choice. As a key member of our Value Engineering team, you will build presentations that convey the value a customer receives by choosing Motive products.

Responsibilities: Deliver analysis on companies and their top business problems by incorporating data and research from various external research and customer data sources. Will

conduct research and analysis on a range of companies in various sectors and industriesThe successful candidate will be tasked with presenting their research findings to senior managementBuild and deliver professional, data-driven presentations to convince customer buyers to make a change to Motive productsCreate and find data that will get customer attention, and create slides that communicate clearly and professionallyUse Google Slides and Google Sheets to create beautiful presentations and modelsConduct deep research on clients using their website, their financial data, their recent news, LinkedIn, Google, and Social Media to construct relevant messages that convince changeHelp our sales team close bigger deals and to accelerate the customer buying processQualifications:Strong business analysis expertise with a creative mindset.Worked for a USA Wall St firm or Strategy Consulting firm or PE/VC USA firmWorked with sales teams to help sales reps convince customers to buyYou are a very strong expert in building professional slidesYou are a very strong expert in building professional spreadsheetsExcellent knowledge of Google Slides and Google SheetsExpert at telling a story using data and data visualization 5+ years of full-time work experienceGraduate degree in business preferred, especially an MBA degreeCreating a diverse and inclusive workplace is one of Motive's core values. We are an equal opportunity employer and welcome people of different backgrounds, experiences, abilities and perspectives. Please review our Candidate Privacy Notice here.The applicant must be authorized to receive and access those commodities and technologies controlled under U.S. Export Administration Regulations. It is Motive's policy to require that employees be authorized to receive access to Motive products and technology. #LI-Remote #J-18808-Ljbffr

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