

Business Value Analyst

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Company: Motive

Location: Pakistan Town

Category: business-and-financial-operations

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 industries

The successful candidate will be tasked with presenting their research findings to senior management

Build and deliver professional, data-driven presentations to convince customer buyers to make a change to Motive products

Create and find data that will get customer attention, and create slides that communicate clearly and professionally

Use Google Slides and Google Sheets to create beautiful presentations and models

Conduct deep research on clients using their website, their financial data, their recent news, LinkedIn, Google, and Social Media to construct relevant messages that convince change

Help our sales team close bigger deals and to accelerate the customer buying process

Qualifications:

Strong business analysis expertise with a creative mindset.

Worked for a USA Wall St firm or Strategy Consulting firm or PE/VC USA firm

Worked with sales teams to help sales reps convince customers to buy

You are a very strong expert in building professional slides

You are a very strong expert in building professional spreadsheets

Excellent knowledge of Google Slides and Google Sheets

Expert at telling a story using data and data visualization

5+ years of full-time work experience

Graduate degree in business preferred, especially an MBA degree

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