



Job title: Senior Business Analyst

Reports to: Managing Director

We are currently seeking a Senior Business Analyst to join our local Business Development teams in the UK, US, Canada, Asia and Europe. You will report directly to the country / sector Managing Director.

In this role, you will be responsible for financial analysis of prospective companies and developing a point of view on the financial and operations health of their business. You will be responsible for developing initial hypothesis regarding improvement opportunities to improve business operational performance and leading the development of the business case and expected returns to address.

As a part of our team, you will lead business analysis activities for engagements with prospects / clients. It is expected you will expand our existing business analysis offers and shape how we deliver business analysis services. You will interact with target senior executives at brand-name companies around the globe, while driving the execution of business analysis and improvement opportunity initiatives.

To be successful in the role, you will be an involved senior executive relationship builder, a compelling thought leader, and a proud team player, providing valuable insights to help prospects achieve measurable operational and financial improvements as they transform their businesses.

Experience Required

- Bachelor's degree, Graduate degree preferred.
- 5 plus years of related financial or business analyst work.
- Superior financial acumen regarding the ability to interpret financial reports and assess the health of a business based on financial information and reporting
- Mastery of financial modelling and business analytics skills, as well as proficiency with MS Excel or equivalent spreadsheet applications
- A keen understanding of businesses from end to end, and the ability to match value propositions to specific client needs Strong insight into operations and their financial structures, including P&L, balance sheets, and cash flow statements
- A proven network of successfully interacting with senior level and C-Suite executives
- Demonstrated familiarity with key market trends and emerging macro financial situations that the markets we serve
- The ability to build and nurture relationships at a CEO level, working autonomously to demonstrate experience and expertise to business leaders at premier international corporations
- Experience selling complex, large ticket B2B offerings
- Exceptional leadership skills able to collaborate with diverse groups, and persuade, influence, and encourage their peers

We are seeking ambitious and driven candidates who thrive in a high-energy environment, and who are excited by the opportunity to stake their claim in a fast-growing sector and business.

Locations Hiring

US, Canada, UK, Europe, Asia

Benefits

Successful candidates can look forward to a competitive salary plus a full benefits package.

Proudfoot is an equal opportunity employer, dedicated to creating and celebrating an inclusive workplace environment.