

MICHAEL ANDERSON

Deal Desk Analyst

- San Francisco, CA
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Analytical and detail-oriented Deal Desk Analyst with a focus on enhancing sales efficiency and optimizing pricing strategies within the manufacturing sector. With over 4 years of experience, adept at analyzing complex data sets to support pricing decisions and drive revenue growth. Proficient in utilizing ERP and CRM tools to streamline sales processes and improve data accuracy.

WORK EXPERIENCE

Deal Desk Analyst | Manufacturing Solutions Inc

Jan 2022 – Present

- Analyzed sales data to inform pricing strategies and maximize profitability.
- Collaborated with finance to assess pricing impacts on margins.
- Utilized ERP systems to manage pricing databases and approvals.
- Developed insights on market trends to support pricing decisions.
- Assisted in the negotiation of contracts with key clients.
- Engaged in continuous process improvement initiatives to enhance efficiency.

Sales Support Analyst | Innovative Manufacturing Group

Jul 2019 – Dec 2021

- Provided analytical support for pricing strategy development.
- Maintained accurate records of pricing changes and approvals.
- Engaged with sales teams to gather feedback on pricing effectiveness.
- Assisted in the preparation of sales presentations for clients.
- Conducted market analysis to inform pricing strategies.
- Supported the integration of new sales tools to enhance productivity.

SKILLS

Sales Efficiency

Pricing Analysis

ERP Systems

Data Management

Market Analysis

Collaboration

EDUCATION

Bachelor of Science in Industrial Engineering

2015 – 2019

University of Michigan

ACHIEVEMENTS

- Increased pricing accuracy by 20% through process improvements.
- Recognized for contributions to enhancing sales operations.
- Achieved a 15% growth in sales volume through optimized pricing strategies.

LANGUAGES

English

Spanish

French