

## JOB DESCRIPTION

Details	Requirements
<b>Title</b>	Marketing Analyst
<b>Grade</b>	7
<b>Reporting to</b>	Strategic Pricing Manager
<b>Business Department</b>	Marketing
<b>Role Purpose</b>	<p>To provide quotations to third parties for the purchase of gas and electricity networks based upon site characteristics and rate of return. The role is heavily focused on data analysis and the candidate will be required to understand complex formulas and carry out extensive financial and performance reporting within the team.</p> <p>This role would suit an individual with strong analytical abilities combined with a high attention to detail and the ability to spot trends, errors and anomalies.</p>
<b>Key Accountabilities</b>	<ul style="list-style-type: none"> <li>• Liaise with customers to obtain all the required information needed to model asset value (AV) quotations for new gas and electricity networks.</li> <li>• Use the information obtained in one of a number of financial models in order to produce an AV quotation for customers, based on a pre-set parameters such as Internal Rate of Return (IRR), Payback or Net Present Value.</li> <li>• Use market intelligence to maximise IRR's in conjunction with the Strategic Pricing Manager, the Head of Commercial, Development Director and the wider AV team.</li> <li>• Handle customer and internal queries around AV quotations and ESP's asset adoption processes.</li> <li>• Make changes and improvements to the data models with proficiency in advanced Excel functions (experience in Visual Basic for Applications is also beneficial but not a necessity).</li> <li>• Ensure that data stored in gas and electricity databases is kept up to date, including accepting new sites and altering/cancelling won sites.</li> <li>• Oversee the sending and receiving of monthly Schedule 8s (contracts) – an addendum to ESP's UIP (Utilities Infrastructure Provider) /ICP (Independent Connections Provider) Asset Adoption Agreement</li> <li>• Oversee the administration of monthly developer and</li> </ul>

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	<p>metering contracts.</p> <ul style="list-style-type: none"> <li>• Liaise with other departments to ensure that all new contracts are returned before an AV for a network is paid.</li> <li>• Produce reports/analysis for the management team as and when required.</li> <li>• Provide analytical support to the rest of the team on spreadsheet/database issues.</li> <li>• Support account managers, by providing analysis on specific customers or market segments</li> <li>• Regulatory and fund reporting where required.</li> </ul>
<p><b>Person Specification</b></p>	<ul style="list-style-type: none"> <li>• Educated to degree or A Level level, preferably in the field of mathematics, business studies or economics;</li> <li>• Excellent data manipulation and analysis capabilities;</li> <li>• Advanced Excel skills including functions (“vlookup”, “countif”, “pivot table”, etc);</li> <li>• Basic Access/database skills;</li> <li>• Ability to use own initiative and excellent at problem solving;</li> <li>• Logical / analytical thinker;</li> <li>• Excellent attention to detail</li> <li>• Strong communication skills.</li> </ul>