



Job Description

Position Title:	Senior Analyst
Location:	Northeast, Mid-Atlantic, or Southeastern US
Position Reports To:	Manager of Research

Position Summary:

Senior Analysts prepare sales forecasts for the following: new stores, expansion/remodels, closure /impact analysis, and competitive acquisitions. Forecasts are developed utilizing gravity and analogue methodologies with an emphasis on mid-large metro market analysis. Senior Analysts function as project managers when necessary. This position involves intelligence gathering from a variety of primary and secondary sources with frequent travel required. This position must also organize market data for effective analytics of competitive, economic, population, housing, transportation and land use data. Prepares written and oral presentations of findings for implementation by clients.

Essential Job Functions – Senior Analyst:

- Complete volume projection studies consisting of site, remodel, conversion and impact scenarios utilizing gravity & analog modeling theory / technology. This includes all phases of fieldwork, data preparation, modeling and final report completion.
- Responsible for completing mid – large metro market projects, functioning as Project Manager in certain situations.
- Assists in developing storing strategies, market reviews for various retail and developer clients
- Complete misc. projects including demographic, traffic, competitive / market analysis, etc.
- Involvement in special projects as required.
- Ability to travel independently throughout U.S., complete assigned projects and adept as an Industry / Market Expert regarding competitive & market intelligence.
- Keep aware of industry trends and developments.
- This role requires 10-25% travel

Behaviors/Skills:

Some of the Behaviors needed to successfully perform this position are:

- **Customer First** - Anticipates customer needs, exceeds customers' expectations, gains customers' trust and respect, builds efficient working relationship.
- **Communicates effectively and candidly** - Communicates clearly and directly, approachable, relates well to others, engages people and helps them understand change, provides and seeks feedback, articulates clearly, actively listens.

- **Achieves results through teamwork** – Is open to diverse ideas, works inclusively and collaboratively, holds self and others accountable, involves others to accomplish individual and team goals.
- **Leads through positive influence** – Demonstrates strong character; builds partnerships; models a conscious balance between work and personal life; takes personal responsibility for own development; role models leadership qualities such as motivation, inspiration, passion and trust.
- **Team contribution** - Develops and cares about associates, builds and participates in effective teams, helps people be their best, values and manages diversity, provides candid and constructive feedback.
- **Works independently** – is able to work from home office without direct supervision maintaining a high level of productivity and efficiency.
- **Leads change and innovation** - Challenges the status quo, embraces technology, puts forward creative ideas, champions and implements process improvements, gathers the ideas of others, demonstrates good judgment about which ideas will work.
- **Executes with excellence** - Is action oriented, drives for results, sets clear expectations and milestones, reviews progress, acts decisively, solves problems, can be counted on to consistently meet or exceed goals.
- **Provides clear and strategic direction** - Plans and organizes well, sets a clear and simple course of action, stays focused on the most important priorities, has the ability to visualize and plan for the future, understands the industry and marketplace.
- **Safety Awareness** - Identifying and correcting conditions that affect employee safety; upholding safety standards.
- **Building Partnerships** - Identifying opportunities and taking action to build strategic relationships between one's area and other areas, teams, departments, units, or organizations to help achieve business goals.
- **Decision Making** - Identifying and understanding issues, problems, and opportunities; comparing data from different sources to draw conclusions; using effective approaches for choosing a course of action or developing appropriate solutions; taking action that is consistent with available facts, constraints, and probable consequences.
- **Initiating Action** - Taking prompt action to accomplish objectives; taking action to achieve goals beyond what is required; being proactive.
- **Negotiation** - Effectively exploring alternatives and positions to reach outcomes that gain the support and acceptance of all parties.
- **Results Oriented** – Setting high goals for personal and group accomplishment: using measurement methods to monitor progress toward goal attainment: tenaciously working to meet or exceed those goals while deriving satisfaction from the process of goal achievement and continuous improvement.
- **Technical/Professional Knowledge, Compliance and Skills** – Achieving a satisfactory level of technical and professional skill or knowledge in position and/or related areas; keeping up with current developments and trends in areas of expertise. Ensures associates and location comply with laws and regulation applicable to the company.

Minimum Position Qualifications :

- M.A. degree preferred.
- Creative / analytical minded individual.
- Prior grocery store operation experience beneficial.
- Detail orientated and possesses a high degree of initiative. Ability to prioritize and manage multiple overlapping projects simultaneously. Sense of urgency.
- Strong written and verbal communication skills including ability to communicate analyses and recommendations to senior management.
- Strong analytical and organizational skills.
- Ability to meet tight deadlines and handle confidential information.
- Must be able to collaborate well within and across teams as well as work autonomously.
- Proficiency with MS Excel, Word, PowerPoint and Internet research. Knowledge of GIS technology beneficial.

Please submit resume to:

talentacquisition@fdreports.com