

### **About Cornerstone Capabilities**

Founded in 2013, Cornerstone Capabilities is a tech start-up, that is quickly changing the face of pricing analytics & revenue growth management in the Canadian CPG industry. Cornerstone is committed to helping our clients better understand the value position of their brand portfolio and dramatically improving pricing & promotional strategies.

The core of the business is a suite of integrated, world-class pricing & promotional tools designed to allow for making smarter & more confident decisions. During our first three years in business we have partnered with some of the most respected CPG companies in North America!

### **Job Summary**

The Data Analyst works directly with all members of the Cornerstone team in effectively advising clients on winning revenue growth management strategies and tactics, to drive improved business performance. This position is responsible for providing pricing analytic support to the team, allowing for the building of strong relationships across Cornerstone's rapidly growing client base.

The Analyst will work in partnership with other Cornerstone team members and "do what it takes" to deliver against overall organizational objectives.

### **Key Responsibilities**

The Data Analyst will help clients better leverage their data via Cornerstone's "Curve" software platform. By conducting an accurate and thorough data conversion process, The Analyst will be a vital part of the team effort in providing a world-class implementation experience for our clients. Specific duties include:

- Extraction, organization, manipulation and loading of various sources of client data. E.g. Syndicated, Retailer POS, Financial, and Promotional Calendars
- Subject matter expert in Cornerstone's Curve software, providing client support as required
- Client data management ownership. Responsible for thorough quality checking of data in Curve, including periodic touch points with clients to update as necessary
- Work directly with Clients to import financials, promotion calendars and other key inputs into Cornerstone's Curve software
- Explores new technologies and builds operational efficiencies
- Develops client-ready content and materials for working sessions and presentations
- Actively contribute to weekly internal planning & alignment meetings
- Deliver on a range of internal responsibilities to ensure that Cornerstone operates efficiently and with a high degree of accuracy, from the data extraction process right through to customer delivery

### **Desired Skills & Experience**

- Minimum Bachelor's degree in one of Business Administration, Commerce or Mathematics
- 1-2 years of experience within the CPG Industry
- Experience with Nielsen, IRI and Retailer POS data retrieval systems
- Expert-level technical skills, primarily MS Excel, PowerPivot & PowerPoint
- Demonstrated knowledge of CPG retail landscape
- Experience with Pricing Analytics beneficial but not required
- Strong business acumen and analytic skills; able to translate findings into clear, actionable insights and recommendations
- Solution-focused attitude & change management mindset; demonstrated willingness to challenge the status-quo
- Client-first mindset and capability to deal with peaks-and-valleys of workload to deliver on expectations
- Very comfortable working both independently and as a team member
- Ability to multi-task and pitch in to get projects done

- Able to work independently, solve problems, and learn new concepts
- Excellent attention to detail

Cornerstone Capabilities offers a competitive compensation package which includes health & dental benefits. We are also committed to ensuring that ALL employees share in the success. A home office set-up is required for this position.

*Please note; Education Verification, Reference Checks and Criminal Background Checks will be administered on suitably qualified candidates. If you believe you have the profile we are looking for and you want to build a long and successful career with a company that is "changing the game" in pricing analytics, we look forward to hearing from you!*

*We thank you for your interest in this opportunity; however only those candidates selected for an interview will be contacted. The closing date for this position is August 15, 2017.*