

Viking EMEA

Where passion meets protection



Business Analyst EMEA

Viking EMEA is actively expanding and to enhance our position on the market we are looking for the right person to join the team as the Business Analyst.

Business Analyst has passion for analyzing data and provides insights for actionable business decisions. The business analyst supports the business by applying statistical modeling and periodical reporting to different data, analyzing trends and profitability (growth) of Viking products. The role implies understanding of market pricing, trends in sales data to build strategies and correctly price products with the purpose to indicate cross-selling opportunities to maximize overall sales and profit growth. Finally, the business analyst builds user friendly PowerBi visualizations/dashboards.

The Business Analyst EMEA has the following objectives:

- Look creatively at current sales behavior and, by partnering with various internal stakeholders, seek opportunities to maximize sales, profitability and opportunities
- Data driven insight: provide management and the sales organization with sales and pricing analysis
- Develop a central source of territory market prices
- Provide product mix analyses to identify unexploited sales potentials
- Contribute to developing discount structures, methods and governance
- Contribute to rebate plans for our customers and periodically report status achievement
- Provide pricing-, margin- and other sales trends in various reporting tools
- Identify and provide respective improvements, opportunities, proposals and initiatives

The duties include but are not limited to:

- Cross-team collaboration: engage with product management-, operations-, finance/controlling- and commercial teams to build a robust analytic and metrics approach
- Provide analytical breakdowns of pricing structures of competitors
- Participate in development of competitive pricing models and price list templates
- Run simulations for customer- / territory-specific impact of changes in pricing models including the influence of rebates
- Run simulations to understand impact of price increases from suppliers
- Identify product mix structures and provide periodical traffic light reporting to product managers and sales managers, initiating actions e.g. to obsolete products or to do more promotion on these
- Provide analytics to support determination of true profitability of customers and to identify pricing and margin improvements to optimize contracts with key customers
- Track individual/project discounts and report
- Provide insight into competitive pricing models for new product introductions or new customer segments
- Verify selling prices and contribute to consistent net pricing

Location and travelling:

The position is an office-based role in Luxembourg and requires traveling (up to 20% of the time) within all parts of EMEA. The role reports to the Sales Director

Qualifications and experience:

- Bachelor in Statistics, Business analytics or Finance
- Minimum of 3-5 years of experience in pricing, data analytics and finance
- Advanced level experience with MS Excel/Access and business intelligence tools such as Power BI
- Experience in creating metrics and analyzing trends for multiple products and customers
- Ability to develop and interpret models to analyze report and recommend pricing actions
- Understanding of pricing creation processes
- Experience with SAP is a plus
- Experience with python libraries such as pandas and beautifulsoup is a plus
- Background in industry oriented businesses is a plus

Personal characteristics:

- Mathematical, analytical and research skills
- Problem solving skills
- Communication skills
- Teamwork skills
- Strong business acumen and commercial awareness
- Professional curiosity
- Able to communicate fluently in English

Our offer:

Stable company: for over **three decades**, our company has stood the test of time, weathering economic shifts, technological revolutions, and industry changes. We're not just stable; we're a ship that has sailed through storms and emerged stronger. Be part of a team that values tradition, experience, and unwavering commitment.

Package: we offer a **competitive compensation package** that recognizes your expertise and dedication. Plus, enjoy the added perk of **exciting work travel opportunities** that broaden your horizons and enrich your professional journey

Great place to work: we're not just a big company; we're a close-knit community that spans continents. As you contribute to impactful projects, you'll experience the best of both worlds: the resources and reach of a multinational structure combined with the warmth and support of a tight-knit family. **Grow your career** with us, collaborate across borders, and enjoy the **advantages** of a truly **inclusive and nurturing environment**. Apply now and become part of our extraordinary journey!

As a member of the Minimax Viking Group, Viking stands tall on the global fire protection stage with 10,000 employees and an annual turnover of over €2.4 billion.

Viking EMEA is a key player in distributing our fire safety products and systems across Europe, the Middle East, and North Africa. Serving over 2,100 clients in 74 countries, we deliver everything from sprinklers to advanced detection systems, meeting both commercial and industrial demands.

At Viking EMEA, we foster an entrepreneurial spirit within our teams, recognizing that the best fire protection solutions are born from collective intelligence. We believe in the power of collective intelligence and encourage a culture of collaboration and creative thinking.

Be part of our passionate community where every role is essential, every idea valued, and every day is an opportunity to contribute to saving lives and property.