

Revenue Analyst

Purpose:

The Revenue Analyst partners with Commercial, Finance, Sales, and Product leadership to drive revenue growth, margin expansion, and strategic decision-making. This role combines financial modelling, data analytics, pricing strategy, and performance management to optimize commercial outcomes across the customer lifecycle.

Key Responsibilities:

- Develop and maintain revenue forecasting models (bookings, ARR/MRR, pipeline conversion, churn, expansion).
- Analyze revenue drivers including pricing, discounting, customer segmentation, channel mix, and sales.
- Deliver weekly/monthly KPI dashboards and performance insights for executive leadership.
- Identify revenue leakage, margin erosion, and underperforming segments.
- Partner with Sales and Commercial leadership to evaluate go-to-market strategy and territory planning.
- Support pricing strategy development including elasticity analysis, discount policy optimization, and competitive benchmarking.
- Conduct scenario modeling for new product launches, market expansion, and promotional initiatives.
- Provide analytical support for strategic planning, annual budgeting, and long-range planning (LRP).
- Build robust financial models for investment decisions, partnership evaluations, and growth initiatives.
- Conduct ROI analysis on commercial programs and sales incentives.
- Evaluate contract structures and customer profitability (LTV, CAC, contribution margin).
- Collaborate with Finance to ensure alignment between revenue reporting and strategic analysis.
- Work with Data/BI teams to improve reporting infrastructure and data accuracy.
- Translate analytics into actionable insights for non-technical stakeholders.

Experience Minimum Requirements	Education Minimum Requirements
<ul style="list-style-type: none"> • 3 - 5 years of experience in revenue analytics, commercial finance, FP&A, strategy, or consulting. • Strong data analytics experience. • Sports specific experience is preferred. 	<ul style="list-style-type: none"> • Bachelor's degree in Marketing, Business Administration or a related field is required • Master's degree in business, data analytics or a similar field is preferred.