

## **Vice President, Revenue Management**

Recognized for more than 25 years of growth in visual data mining technologies, Salient delivers a lightning-speed solution that empowers people and impacts business at all levels. As an industry leader, we attribute our success to our cutting-edge technology and to the contributions of our dedicated, forward thinking employees.

We offer a fast paced work environment. We focus on the professional development of all employees. As part of our generous compensation package, Salient offers paid time off between Christmas and New Years. We foster open communication and are committed to a team oriented environment.

We are seeking a Vice President, Revenue Management to provide business consulting and analytical services to achieve account objectives and maximize revenue by introducing, optimizing and utilizing Salient Technology. This is a full-time, exempt position that will be located in Horseheads, NY.

To perform this position successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the minimum knowledge, skills and/or abilities required.

### **Education/Experience**

- B.S. in Industrial Engineering or related field.
- Minimum of 2 years experience in Revenue Management in FMCG industry.

### **Primary Duties & Responsibilities:**

- Understand client's business and financial models.
- Perform information systems needs assessment, information gathering and recommend appropriate business process and systems for prospects and clients.
- Identify and work with clients to define performance metrics, data sources, calculations and business segmentation necessary to meet the decision support needs of our clients, and design UI's and reports.
- Prepare documentation and knowledgebase for Manufacturers, Wholesalers, Retailers and other industries in the Fast Moving Consumer Goods (FMCG) supply chain.

### **Technical Skills**

- Statistical modeling
- Advance sales analytics using data mining

Telecommuting benefit offered. 55% travel (70% domestic; 30% international) required.

Salient Corporation is proud to be an Equal Opportunity Employer.

All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, sex, sexual orientation, marital status, military status, veteran status, age, national origin, citizenship, ancestry, disability, predisposing genetic characteristics, domestic violence victim status, or any other status protected by law.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.