



Business Analyst

Qualterra, Inc. is seeking a Business Analyst to join our Sales & Marketing team.

Overview

The world is in a dire situation. By 2050, there will be 10 billion people on the planet to feed with less farmland available than ever before. We need to develop solutions that maximize agricultural productivity while capturing carbon and regenerating soils. Qualterra is on the frontlines of delivering such solutions.

As we approach our next level of company growth, we are looking for passionate teammates that bring experience and insights to help us drive the agricultural and sustainability transformations we seek.

If this is you, please consider applying today.

The Sales & Marketing Team

Qualterra's Sales & Marketing Team is responsible for customer acquisition and awareness generation for the company.

The Role

The Business Analyst will play a critical role in helping our organization prioritize the technologies we commercialize along with the evaluating the products and services we offer and sell. They will help us shape the portfolio of agriculture and sustainability innovations that build enterprise value for the company.

Reports to VP of Sales & Marketing

Responsibilities

- Research and analysis as it pertains to market size, SWOT, and competitors for our pipeline of potential commercial technologies, services, and products
- Comprehensive evaluation of public and private partnership opportunities to determine potential of revenue and profitability for the company
- Leverage industry experience, analytics, and industry research to inform company leadership of near, mid, and long term business opportunities



- Be an internal thought leader on industry insights, trends, and forecasts
- Internal communication and presentation to colleagues and leadership that informs and advises through reports and presentations
- Develops and manages internal measures and performance (KPI's) with direction from the VP of Sales and Marketing
- Strategic Business Planning – support internal stakeholders with the creation of business cases, and market/competitive analyses to inform strategy and potential product innovation

Experience and skills

- Bachelors degree required in business, finance, analytics or closely related field
- Demonstrated experience in business forecasting and business intelligence
- Be willing to perform a business analysis, present findings, and deliver a strategic, agnostic opinion statement
- Ability to adapt and pivot in an entrepreneurial, start-up culture
- Superior presentation and communication skills; ability to lead and manage meetings with a variety of internal company stakeholders from all facets of the company
- Ability to work in a self-directed environment as well as cross-functionally in a collaborative way
- Advanced skills in Microsoft Excel, PowerPoint, and Word

We provide a highly competitive base salary, commission structure, and benefits program. Submit a resume to: jobs@qualterraag.com.