



AcuFocus, Inc., is a privately held ophthalmic medical device company that develops and markets breakthrough technologies for the improvement of vision. Our proven, proprietary technology platform uses a small aperture - or pinhole - effect to allow focused light rays to reach the retina and bring objects into focus. The result is unique, reliable, and long-term. Using this small aperture concept, the **IC-8® IOL\*** was designed specifically for patients with cataracts.

We're looking for bright, energetic, and dedicated people to grow our elite team. Our extraordinary team spirit, fast-paced environment and innovation-driven culture are fueling our growth and extending our industry leadership.

## **Sales Analyst**

This position reports to Finance Controller.

### **Responsibilities:**

- Identifying and addressing the challenges and opportunities that face both sales and sales management to ensure continued success of AcuFocus as an organization. This role will have daily contact with the field sales and sales leadership team in both day-to-day sales operations and in long-term planning.
- Collection, analysis, and report of sales related data in all AcuFocus operating regions in an on-going effort to increase overall sales productivity. The development and tracking of key performance indicators will be critical to enhance the understanding of the business and to improve decision-making.
- Overall responsibility for sales information and sales analytics within AcuFocus.
- Ensure executive leadership team and the sales team has access to appropriate information and analytics, including but not limited to sales budget, sales forecast, sales dashboards, sales funnel, etc.
- Work closely with sales leadership to provide support for the management of the field sales team, including but not limited to management of sales compensation strategy, territory alignment, etc.
- Identify and address the current and future technology needs of the organization and work with the appropriate stakeholders across functions to ensure the most effective technologies for sales operations.
- Work closely with the field sales team to address their day-to-day operational needs.
- Develop standardized tools, methodologies, and business processes aimed at improving operational efficiency.
- Analyze business trends and data to develop and review the sales budget, sales forecasts, and sales variance.
- Conduct quantitative analysis such as ROI, trending, forecasting and probability modeling.
- Participate in market research projects and analyze results.
- Generate customized reports on an ad hoc basis for sales, marketing, finance, customer service, manufacturing, pricing, business planning, clinical database, professional relations, and executive leadership team.
- Work closely with the executive leadership team in multiple steps of the due diligence process for potential M&A.



- Provide accounting support as needed.

### **Requirements:**

- Bachelor's degree in accounting, finance, or a related area
- Minimum of 3 years of relevant experience

### **Knowledge and Skills:**

- **Communication Skills:** Excellent written and verbal communication skills. Confident, articulate, and professional speaking abilities.
- **Computer Skills:** To perform this job successfully, advanced Excel spreadsheet skills and proficiency with other Microsoft Office applications such as Word, Power Point, Adobe Acrobat, and Outlook required. Enterprise Resource Planning (ERP) solution QAD preferred.
- **Analytical Skills:** Ability to problem-solve; proactive in identifying issues and solutions. Capacity for critical thinking to design new strategies to increase company profits,
- **Attention to Detail:** Monitors and checks work; ability to spot patterns and trends to see where improvements can be made

### **Physical Demands:**

The physical demands described below are representative of those that must be met by an employee to successfully perform the essential functions of this job. In accordance with the Americans with Disabilities Act, as amended, the California Fair Employment & Housing Act, and all other applicable laws, AcuFocus provides reasonable accommodations for qualified persons with disabilities. A qualified individual is a person who meets skill, experience, education, or other requirements of the position, and who can perform the essential functions of the position with or without reasonable accommodation.

- Considerable time is spent at a desk using a computer.
- Ability to operate a keyboard at efficient speed and typical business office equipment, including computer hardware.
- May be required to travel up to 20%

### **Work Environment:**

- Typical indoor office environment with windows.
- Hybrid/flexible work schedule due to COVID-19.

The duties and responsibilities described are not a comprehensive list. Additional tasks may be assigned to the employee from time to time; or, the scope of the job may change as necessitated by business demands.

AcuFocus provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions



of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

*Please submit resumes to [tphillips@acufocus.com](mailto:tphillips@acufocus.com).*