



Sr. Analyst, Corporate Strategy

PowerPlan, Inc. has an exciting opportunity for a Sr. Analyst, Corporate Strategy in its Atlanta, GA, headquarters. Using robust financial and commercial analysis and excellent communication skills, this individual will play an important role in supporting the development of new strategic plans and driving them to execution.

Key objectives of this position include improving the quality of PowerPlan's growth strategies by bringing analytic insights into selecting and pursuing growth opportunities. The Sr. Analyst, Corporate Strategy will increase PowerPlan's awareness of key industry trends and competitor behavior, represent company growth strategies to key stakeholders, including the Board of Directors and potential investors, and increase the management team's confidence using key strategy tools, namely business cases, innovation evaluation, etc.

Specific responsibilities of the Sr. Analyst, Corporate Strategy role include, but are not limited to, the following:

- Researching and analyzing growth strategies, particularly new market entry, new product development, partnerships and acquisitions;
- Monitoring competitors and industry trends, identifying opportunities and threats and providing the foundation for strategic thinking;
- Working collaboratively with other business units, including finance, sales and marketing, etc. to synthesize and analyze financial and commercial data and develop strategic insights;
- Writing Board materials and developing presentations to communicate findings to management team and other key stakeholders;
- Creating reports to determine and demonstrate financial impacts, estimate market sizes, and analyze data to support strategy development;
- Own and track business cases for all PowerPlan growth actions;
- Own and maintain logs of key PowerPlan competitors;
- Conduct semi-annual market scans, including innovations, industry trends, technology trends, etc.;
- Perform high-level valuations for key business decisions;
- Conduct ad-hoc analyses on various important business issues, as requested.

To be considered, candidates should have a high quality Bachelors degree with at least five (5) years business analysis experience in a consulting, advisory or corporate setting with a proven ability to evaluate new business opportunities. Fluency and flexibility with key analytic tools, such as valuations, income and cash flow analyses, performance benchmarking, etc. are mandatory. Prior experience creating and delivering compelling presentations in PowerPoint and using Excel for business modeling and data analysis is required. Excellent written and verbal communication skills are crucial, as the ideal candidate will possess the ability to professionally and tactfully communicate with all levels of internal company personnel, external clients and investors, and vendors. Candidates should be interested in software business issues, preferably with prior professional experience in this area.

The Sr. Analyst, Corporate Strategy will have a strong strategic mindset with excellent analytical skills and attention to detail. The ideal candidate will use good judgment in selecting methods and techniques to solve problems. He/she will also be highly motivated, even under limited supervision, with a strong work ethic, sense of urgency, and desire to succeed.

PowerPlan Inc., based in Atlanta, GA, serves some of the world's most complex asset-intensive companies, entrusting us to manage over \$2.3 trillion in assets. The majority of our clients are Fortune 500 companies in the following industries: utility, telecommunications, transportation, and exploration and production. We seek talented, creative individuals who are looking for dynamic, challenging and rewarding career opportunities. PowerPlan firmly believes that our employees' personal success contributes greatly to the continued success of the company, reflected in our 17-year growth trajectory. We offer competitive pay and a generous benefits package. To be considered, please send your resume to resumes@powerplan.com.