



GOODWOOD

The Role

The **Group Trading Analyst** will be part of the Group Trading Insights Team reporting to the Group Trading Insights Manager.

About us

At Goodwood, we celebrate our 300 year history as a quintessentially English Estate, in modern and authentic ways delivering extraordinary and engaging experiences. Our setting, 12,000 acres of West Sussex countryside and our story both play significant roles in Goodwood's success. What really sets us apart is our people. It is their passion, enthusiasm and belief in the many things we do that makes us the unique, luxury brand we are.

Passionate People

It takes a certain sort of person to flourish in such a fast-paced, multi-dimensional environment like Goodwood. We look for talented, self-motivated and enthusiastic individuals who will be able to share our passion for providing the “**world's leading luxury experience.**”

Our Values

The Real Thing

Always inspired by Goodwood's heritage

Derring-Do

Daring to surprise and delight

Obsession for Perfection

Striving to do things *even* better

Sheer Love of Life

Sharing our infectious enthusiasm

Purpose of the role

Working closely with the Group Trading Insights Manager and E&H Head of Finance to provide analytical support to the business, relating to customer trading interaction. Extract, manipulate and analyse data to improve the reporting and forecasting function across the E&H businesses to ensure both current position and opportunities to grow are fully understood. The key elements of the role include demonstrating the best commercial practice around each business, playing the lead role in all revenue forecasting logic, reporting across all the E&H businesses on performance against the KPIs in each area, ensuring that all controls and procedures are in place to ensure the accuracy of the information being communicated and to develop a strong working relationship with the key stakeholders across the business.

Key responsibilities

- Extract, manipulate and analyse data to provide critical management information to enable decision making on the key questions facing the business
- Design, delivery and improvement of a timely and accurate suite of business reports. This will include daily revenue, weekly revenue and reporting of all KPI's in a consistently formatted and visual manner
- Proactively provide analytical expertise and actionable insights that identify and maximize business opportunities

- Constantly review data, flag concerns, highlight opportunities and influence line MD's and E&H Head of Finance as appropriate
- Drive organisational awareness of BI capacity and ensure culture of the business adapts accordingly
- A clear and concise commentary on the performance of the business with succinct analysis of all variances to enhance the behaviours of the decision makers within each business
- Development of a clear and rational decision-making process that is easily understood by all stakeholders and supported by solid financial logic which is able to generate high level summaries from large data sets
- Be a key point of contact for any issues across the E&H division that will impact the forecast in that business and ensure that all possible options have been explored
- Work closely with the sales team across each area to ensure they have the information required that allows the best decision to be made and help identify the key drivers behind sales patterns
- Develop and maintain well-formed working relationships with business managers that are upheld by consistent communication and result in an in-depth knowledge of each business
- Play a key role in developing the systems and processes within the E&H and wider Estate businesses, creating improved efficiencies and reporting
- Understand the hierarchy of operational systems used to produce the daily KPI dashboards (Protel, Delphi, Talent, GP etc)

Qualities you will possess

- Passion for what you do
- Positive and friendly with a “can do attitude”
- Attention to detail
- Ability to prioritise and organise
- Proactive
- Take responsibility for yourself
- Confident to make decisions and to stand by them
- Good negotiation and influencing skills
- Excellent communicator
- A sense of fun!

What do you need to be successful?

- Proven experience in Business Analytics – Preferably in the Hotel/Meetings and Events sector
- Experience in presenting analytics driven output to wide ranging audiences
- Stakeholder engagement and management experience
- The ability to communicate and influence at all levels
- Commercial Awareness
- Desirable – previous financial experience

Each role is assigned a level against our expected behaviour. Your role levels are set out below.

BEHAVIOUR	LEVEL
Think Customer	2
Communication & Trust	3
Taking Personal Responsibility	2
Encouraging Excellence & Commercial Success	3
Working Together	3