



Role Description

Job Title: Business Intelligence Analyst

Reports To: Director of Business Intelligence

JOB SUMMARY

KEA Advisors is an integrated and experienced team of thought leaders in the commercial dealership industry, providing full-service business advisory across two decades for more than 400 commercial enterprises, manufacturers, dealerships and dealership technology companies since 1996.

The Business Intelligence Analyst will leverage data with a continuous improvement mindset to increase the profitability of commercial dealerships. They will become well-versed in the source data of this niche industry and pursue education to become a subject matter expert in DMS applications. This role will be focused on remote and on-site project leadership and management focused on process implementation and continuous improvement to drive dealership profitability. Secondary responsibilities will include developing the Business Intelligence platform for all business areas and streamlining and sustaining internal analytical tools for advisory engagements. Additionally, this position provides ad hoc analytics, both internal and customer-facing.

This role will report to the Director of Business Intelligence. There is opportunity for growth and various career paths within the company.

The starting salary range is \$90-\$110k (plus commission and bonus) annually dependent on experience. Compensation will increase commensurate with job performance. KEA Advisors provides comprehensive benefits.

PRIMARY DUTIES include the following. Other duties may be assigned.

Must live in Lawrence, KS or the surrounding area or be willing to relocate accordingly

25% Remote Process Discovering and Project Engagement/Training

25% Travel to customer engagements and industry events

25% Data processing and analytic creation to support engagements

25% Reporting and platform design, launch, coordination, and maintenance

- Onsite and Remote Leadership/Project Management to increase Dealership Profitability
- Create internal and customer-facing documentation and data acquisition process
- Create and maintain relationships with B2B customers and internal customers
- Benchmark, Measure and Communicate processes and performance both internally and externally
- Develop and Maintain proficiency in all Dealer Management Systems
- Provide consistent reporting and analytics to advisory team

- Research & Development of supporting products
- Development of the business intelligence platform, including data security, data modeling, database management, and accompanying IT needs
- Ability to manage 4-6 unique projects concurrently

QUALIFICATIONS:

To perform this job successfully, an individual must be able to perform each primary duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education & Experience

- Bachelor’s Degree required, MBA a plus
- Entrepreneurial mindset is required.
- 5+ years in Inventory Management/Throughput Processes and Efficiencies
- 5+ years creating/managing budgets and financials
- Leadership Experience in Process Implementation and Training/Education
- 2+ years Business Intelligence or Data Analytics Experience
- Expert user of Microsoft Office Products
- Proficient or willing to become proficient in SQL

The ideal candidate, in addition to having the above skillsets:

- Has an entrepreneurial mindset. They are willing to fulfill any function to drive the team towards their goals.
- Is willing and enthusiastic to support the needs of a growing small business
- Has successfully worked in coordination alongside a dynamic team
- Is a creative problem solver
- Is data-driven
- Is a fast learner, and readily adopts new technology and systems
- Takes independent initiative to learn a niche industry
- Has the will to succeed and prioritizes their workload with the team in mind

PHYSICAL DEMANDS: The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

WORK ENVIRONMENT: The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Travel is required (25 - 30% travel.)

NOTE:

This is not necessarily an exhaustive list of responsibilities, skills, duties, requirements, efforts, or working conditions associated with the job. While this list is intended to be an accurate reflection of the current job, the business reserves the right to revise the functions and duties of the job or to require that additional or different tasks be performed when circumstances change (i.e., emergencies, changes in personnel, workload, rush jobs, or technological developments).