

Business Growth Analyst

Job Type: Full Time

Location: Midtown Atlanta

Company Overview

First Performance develops the next generation of financial card controls and digital engagement, using the latest technologies: AI/machine learning, geolocation, chatbots, and more. Our API platform enables financial institutions to empower their cardholders to use, manage, and control their finances digitally in real time. We're a global company headquartered in Midtown Atlanta's hub of technology and innovation.

Everyone at First Performance brings purpose and passion to work every day. Our teams are small, dedicated and collaborative. Individuals are given ownership and accountability for their work. Our company is not just about technology, it's about people. We help employees to build great careers and live great lives. Our goals are about achieving success for our customers and for our company. If you love to invent, have an entrepreneurial spirit, and strive for operational excellence, we want you on our team!

Position Description

The Business Growth Analyst is responsible for maximizing the company's business growth and development. He/She will be focused in the areas of market analyses, forecasting, business case development, financial analysis and reporting, and operational support. This position will report directly to the VP of Finance and will be responsible for using analytics to deliver data-driven recommendations to management, as well as writing detailed requirements to coordinate and help deliver new features into our platform. This role scrutinizes the financial aspects of the business and determines if there are any changes that could be made to make the business more successful.

ESSENTIAL DUTIES AND RESPONSIBILITIES

Strategy & Planning

- Meet with decision makers and clients to define business, financial, and operations requirements and systems goals, and identify and resolve systems issues
- Review and analyze the effectiveness and efficiency of existing processes and develop strategies for improving or further leveraging these processes

Analytics & Reporting

- Understand business reporting requirements, develop efficient reporting, and make modifications to existing reporting
- Conduct detailed business analysis, outlining problems, opportunities and solutions
- Produce operational reports to management
- Build pricing, forecasting, financial models and dashboards
- Track and report on operational and financial KPIs
- Manage business cases, value propositions and launch plans for product
- Improve data quality and the understanding of the company data

Operational Research

- Research appropriate and relevant competition and market trends
- Make suggestions and recommendations to management based on the analysis, as to what would be the best investment option for the organization
- Develop and implement plans of action and forecast the future economic trends that may arise by closely monitoring the developments in various global markets
- Define and implement process controls
- Ensure cross-company teams and leadership are efficient and running on-time
- Using results from financial and budget analysis data, communicate results and present business recommendations to leadership team. These recommendations may include cost reduction measures, revenue generation ideas, and ways to streamline operations or increase customer satisfaction

Qualifications

- Bachelor's degree in Business Management, Finance, Accounting, or related field
- 4+ years of financial analyst or consulting experience
- Experience building financial models, including detailed operational models
- Advanced in Excel and PowerPoint
- Ability to synthesize data and story (challenge, obstacles, opportunities) into simple, clean, appealing, and impactful slides/presentation
- Ability to use data to help make decisions
- Sophisticated analytical and mathematical skills and ability to solve complex business problems
- Ability to interpret internal and external business challenges and implement best practices to improve products and processes
- Excellent communication, organizational skills, and resourcefulness
- Experience using data and metrics to back up assumptions, assertions, and business cases
- Ability to conceptualize, manage, and prioritize multiple projects
- A strong work ethic, detail orientation and a passion for excellence

Preferred Skills

- Investment banking or management consulting experience
- Prior experience in similar field (Financial Institution, FinTech, Startups)
- Ability to influence and persuade others

Benefits

First Performance provides a full range of benefits for our global employees and their eligible family members. Eligible employees may also receive signing bonuses, annual bonuses, and Options.

- Healthcare
- 401K
- Paid Time Off
- Work from Home Options

Equal Employment Opportunity

All employment decisions shall be made without regard to age, race, creed, color, religion, sex, national origin, ancestry, disability status, veteran status, sexual orientation, gender identity or expression, genetic information, marital status, citizenship status or any other basis as protected by federal, state or local law.