



## Business Analyst – Client Business Services

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### WHY JOIN IMCORP

IMCORP is an award-winning, multi-faceted company offering excellent career opportunities in a dynamic and fast-paced work environment. Our leading-edge cable diagnostic technology delivers precise and cost-effective solutions that maximize our customers' success. We seek talented and dedicated people who want to join an exciting, high-growth company with a strong financial foundation. If your ideal is to work at a place where people listen to your ideas, respond quickly and work together to achieve the highest standards, IMCORP is for you. Join us, and be part of a creative team that is revolutionizing the energy industry. Your work will build a robust future for our customers, environment and communities.

#### Awards:

Top 34 Fastest-Growing U.S. Engineering Firms 7 years in a row – Inc. Magazine

Top UCONN Start-Up Company

Best Places to Work– 2014, 2015, 2016 & 2017

#### Benefits:

Competitive pay

Top-notch benefits, including medical/dental/vision/disability insurance, paid time off/holidays, retirement plan, Flex Place program, tuition reimbursement and more

### POSITION OVERVIEW

This position offers an unparalleled opportunity make substantive contributions that are central to our business success. You will be a member of an innovative, data-focused Client Business Services team, and will be responsible for challenging projects that will use your customer relationship, business development, analytical and finance skills. You will provide key client relationship management and analytical support to the Client Business Services team, conducting and presenting the results of financial analysis, economic modeling and other reporting used to support strategic and tactical business decisions. The scope of this role will also include data collection from various systems, creative development of presentation materials, dashboards, data visualizations, and presentation of information to important clients. We are seeking an individual who is passionate about turning big data into actionable insights and effectively selling the value of information that will influence operational and strategic goals and drive the growth of our business.

### REQUIREMENTS

- Strong written and oral communication skills
- Ability to present complex ideas concisely and sell the value of information
- Customer relationship management and sales capability/background strongly preferred
- Sound analytical skills
- Solid business acumen in gathering, developing, and analyzing the information necessary to facilitate good business decisions
- Proficiency in financial analysis methods such as cost/benefit, ROI and scenario modeling
- Ability to manipulate and analyze data from multiple online or offline databases
- Intermediate-level proficiency in Microsoft PowerPoint / Outlook / Word
- Advanced-level proficiency in Microsoft Excel
- Strong attention to detail with the ability to quickly identify and resolve data issues / needs
- Proven organizational skills to manage multiple projects with tight deadlines effectively
- Team / collaboration skills

- Independent and self-motivated
- Data-mining, relational database and data visualization software experience strongly preferred
- B.S. degree in finance, marketing, engineering, science or equivalent
- MBA enrollment or degree a plus
- Availability for travel of up to 25%
- Permanent U.S. employment authorization

## RESPONSIBILITIES

- Perform financial scenario analyses and construct economic models to build business cases for potential clients
- Facilitate needs analysis conversations with prospective and current clients to gain an understanding of current challenges and determine how additional data and/or services can be provided by IMCORP to meet these needs
- Develop and deliver effective presentations to key client stakeholders in order to demonstrate the value and facilitate the sale of more comprehensive IMCORP service offerings and build lasting relationships
- Generate visual data displays, such as charts, graphs and tables to convey results and value
- Analyze and report to current clients on revenue and other performance metrics
- Perform statistical and other data driven analyses to answer business questions and evaluate continued success of important client programs
- Collaborate with software developers to complete statistical and other big data-driven analyses
- Use information to answer financial business questions, evaluate continued success of important client programs and further IMCORP's position as a knowledge leader in the industry

## TO APPLY

Please send resume, financial analysis, writing and presentation work samples to [marcia.guzy@imcorp.com](mailto:marcia.guzy@imcorp.com).

## ABOUT IMCORP

IMCORP is the technology leader in underground power cable reliability. Our diagnostic technology locates existing cable system defects and determines future cable reliability. This performance-driven solution provides the most effective and efficient means to determine the reliability of new or aged cable systems. The IMCORP [Factory Grade®](#) technology has enabled rapid growth across industries around the world. From single phase 5kV to 500kV, IMCORP is setting the standard in power cable reliability.

IMCORP is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age, disability, or Vietnam era, or other eligible veteran status, or any other protected factor.

Qualified military veterans welcome.

Visit us at [www.imcorp.com](http://www.imcorp.com)