

**Position Title: Senior Analyst, Business Solutions**

**Location/Department: Canandaigua / Strategic Insights**

**Reports To: Manager, Strategic Insights**

**Date: 12/2/10**

**Band: F3**

**Job Posting #: 10-176**

## **POSITION SUMMARY:**

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The position will be handling the lead business analyst responsibilities in support of Constellation Wines U.S. Business Intelligence Strategy including requirements generation for new tools and solutions to support sales, marketing, and executive management in tracking, measuring, and analyzing business performance. Interfaces with technical resources to make optimal use of corporate analytical systems. Supports business users for the CWUS Business Intelligence Platform.

## **RESPONSIBILITIES:**

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- Develop and manage dashboards, standard reports and scorecards to aid executives in the management of Constellation Wines U.S. business.
- Develop and manage dashboards, reports and scorecards to aid sales and marketing. Ensure tools are intuitive, easily accessible, relevant, and appropriately leverage technology.
- Work with internal business customers and IT to evolve current business intelligence reporting tools. Ensure key performance indicators, dashboards, scorecards, standard reports, and other tools stay current to changing business needs.
- Gather clear business requirements in alignment with established project management principles. Gain sign-off on requirements from the appropriate stakeholders. Communicate requirements to IT and third party technology providers. Guide projects through development, testing, and into production release.
- In some instances, the person in this position may use the tools available to deliver the solution directly to the end customer.
- Train users on business intelligence tools and relevant data.
- Compile Constellation Wines U.S. depletion information for industry publications.

## **QUALIFICATIONS:**

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- **Education/Experience** - Bachelors degree in Science, MBA or MS preferred. 6-8 years consumer packaged goods industry experience with an analytical background is required. Wine industry, three tier system, field sales, business/systems analysis and change management experience is a plus. Strong knowledge of Business Intelligence products, best practices, and implementation approaches required. Proven analytical skills and solid knowledge of key finance and accounting concepts.
- **Technical** – Strong PC proficiency, including extremely strong Excel and Access skills. Strong understanding of COGNOS 8 (including Query Studio) is required. Experience with JDE and Hyperion are a plus. Must have a thorough understanding of syndicated

consumer and demographic data (i.e. IRI, AC Nielsen scan and panel, Spectra). Experience with financial and pricing data and systems are a plus.

- **Professional** - Must be able to translate data into solutions, with a focus on fostering business insights. Must have a working knowledge of data warehousing, be proactive, and use creative thinking strategies to arrive to a solution. Must be able to function in a fast-paced environment and be able to adapt to rapidly changing priorities. Must have working knowledge of successful project management principles, and be able to execute against a project plan. Strong customer service orientation is required. Requires excellent interpersonal, written and oral communications skills with the ability to influence at all levels of the organization. Must be a team player with positive attitude able to work with a variety of people at all levels. Strong problem solving and logic based process orientation. Ability to travel both locally and by plane periodically.

#### **PHYSICAL REQUIREMENTS / OTHER**

- Must be able to stand, walk, sit; use hands to handle or feel; reach with hands and arms; climb or balance; stoop, kneel, crouch or crawl; talk and hear.
- Must have close vision, distant vision, ability to adjust focus, peripheral and color vision.
- Must be able to work in an office environment primarily but periodically required to work in a warehouse environment with variable temperatures and lighting.

#### **APPLICANT PROCEDURE:**

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All applicants must submit a cover letter with their resume to the following contact either electronically, by mail or facsimile:

**Human Resources  
staffing@cwine.com  
Refer in subject line: Analyst, Business Solutions**

Constellation Wines U.S. is a division of Constellation Brands Inc., the world's leading wine company. Constellation Wines U.S.'s powerful portfolio of premium wines and spirits includes such iconic brands as Robert Mondavi, Clos du Bois, SVEDKA, Blackstone, Arbor Mist, Estancia, Ravenswood, Kim Crawford and Black Velvet Canadian Whisky. To learn more about Constellation Wines U.S. and its portfolio, visit [www.cwine.com](http://www.cwine.com).