



Analyst – RFX

About us

In today's Intelligence Age, the world's best businesses have no choice but to continuously strive to become smarter.

Our clients hold the key to this and are today harnessing the power of The Smart Cube's solutions to unlock new innovation and profit streams.

The strength of our solutions is born of a powerful blend of people, tools and technology.

A rare breed

Back in 2003, the world was a very different place - the consumer internet was less than 10 years old and the smartphone was still a novelty.

The Smart Cube was created as a new kind of business, one that would make sense of the reams of data being generated.

Since then it's been quite a journey.

A journey that has seen us change the way organisations think about intelligence. A journey that has put our industry on the map. A journey that is only getting started.

Our future focus

We do not exist to help our clients simply fire-fight today. We help them to look ahead and stay ahead. Our vision is to be the catalyst for organisational intelligence for the world's leading firms.



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Roles and Responsibilities

- Ability to understand business dynamics of an industry, factors affecting a company both externally and internally and how they influence business decisions
- Understand client objectives, interpret and analyze information for accuracy, exhaustiveness and applicability
- Ability to identify relevant suppliers for the client – as per the details shared by the client. This could be across sectors.
- Learn how to use various databases and conduct advanced secondary research and judiciously use the relevant information to answer queries
- Conduct primary research by contacting industry experts to obtain insights into the company, Industry or a business function
- Running multiple RFX (RFI, RFP, RFQ etc.) activities (both online and offline) on one or more than one projects
- Preparing detailed RFX templates for analysis
- Following-up with suppliers and keeping the client in loop on the developments
- Conducting detailed analysis of the responses received from various suppliers, highlighting key takeaways from the analysis, which will allow the client to identify the suitable supplier and make tangible business decisions (achieve savings target)
- Read through vast amount of information collected and build a storyline to address the client's objective
- Ability to scrutinize and simplify complex information into easy to understand lingo, which can aid in addressing key objectives of the study
- Detailed understanding and working knowledge of ARIBA, Scout, and SCANMARKET

Ideal Candidate

- Superior problem solving abilities and strong analytical thinking
- Desire to work in a fast paced, challenging environment where you need to push yourself all the time
- Ability to work efficiently and handle pressure while working on quick turnaround request
- Excellent communication skills, both written and verbal
- Motivated, fast thinking, dynamic person with strong business acumen
- Mature individual with a professional work ethic, and high degree of ownership and accountability
- Independent decision making skills with humility to consult seniors when in doubt
- Graduate from reputed college with B.Com, B.sc or B.E degree (MBA preferred)
- Strong secondary and primary research skills
- Good data interpretation skills and able to bucket information logically
- Ability to multitask and switch between tasks based on client request



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- Preferable: Advanced Excel knowledge; related industry experience; knowledge of any foreign language (Spanish, German etc)

Compensation Details

0-18 months of irrelevant experience

Total Cost of Company	
Fixed Gross Salary Per Annum	INR 600,000
One Time Bonus*	INR 30,000
Gratuity	INR 14,423
Medical Insurance	INR 3,000
Annualized	INR 647,423

*This is a one-time payout of INR 30,000 to be paid in two equal instalments along with the 9th and 12th month salary. Your fixed gross salary will be considered during the annual increment process. The one-time bonus stands recoverable in case you decide to leave the firm before completing 18 months from the date of joining The Smart Cube.

Above 18 months of irrelevant experience

Total Cost of Company	
Fixed Gross Salary Per Annum	INR 630,000
One Time Bonus*	INR 30,000
Gratuity	INR 15,144
Medical Insurance	INR 3,000
Annualized	INR 678,144

*This is a one-time payout of INR 30,000 to be paid in two equal instalments along with the 9th and 12th month salary. Your fixed gross salary will be considered during the annual increment process. The one-time bonus stands recoverable in case you decide to leave the firm before completing 18 months from the date of joining The Smart Cube.

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6-12 months of relevant experience

Total Cost of Company	
Fixed Gross Salary Per Annum	INR 650,000
One Time Bonus*	INR 50,000
Gratuity	INR 15,625
Medical Insurance	INR 3,000
Annualized	INR 718,625

*This is a one-time payout of INR 50,000 to be paid in two equal instalments along with the 9th and 12th month salary. Your fixed gross salary will be considered during the annual increment process. The one-time bonus stands recoverable in case you decide to leave the firm before completing 18 months from the date of joining The Smart Cube.

12-18 months of relevant experience

Total Cost of Company	
Fixed Gross Salary Per Annum	INR 720,000
One Time Bonus*	INR 50,000
Gratuity	INR 17,308
Medical Insurance	INR 3,000
Annualized	INR 790,308

*This is a one-time payout of INR 50,000 to be paid in two equal instalments along with the 9th and 12th month salary. Your fixed gross salary will be considered during the annual increment process. The one-time bonus stands recoverable in case you decide to leave the firm before completing 18 months from the date of joining The Smart Cube.