

Sales Excellence Controller

RESPONSIBILITIES

- Providing reliable and punctual sales results: active role in month/year-end closing process; checking accuracy before result confirmation.
- Providing sales comments for the International Planning and Controlling Department.
- Providing detailed reports and AD-HOC analysis to the BU General Manager and the sales team to help them understand their results and improve their strategy.
- Preparing the budget and monthly forecasts in coordination with the Bu General Manager and the supply chain Manager.
- Define and follow-up the pricing strategy and the salesforce objectives according to EBITDA targets.
- Follow-up and deviation analyze of the main commercial indicators & performances (volume, mix, price, discounts, bonuses, margin, exchange rate) vs the budget and previous year, with a focus on pricing, analyzing deviations by the product and customer.
- Informing proactively about opportunities/risks and propose corrective actions.
- Follow-up of the action plans, especially of the pricing plan & promotion plans.
- Preparing presentations and participating to international meetings (sales team meetings, international steering committees and business reviews with HQ board).
- Uploading the rolling forecast figures and transfer prices in SAP.
- Improving the existing tools in collaboration with the IT department and in Excel.
- Providing the sales and profitability figures to the auditors.
- Defining the transfer prices inside and outside the business unit and calculating a yearly adjustment following the company rules.
- Coordinate yearly pricing plan with sales & customer service team
- Benchmarking with sales team about pricing offers of market players

PROFILE

- Advanced command of Excel (vlookup, summifs, crosstabs, etc...)
- Knowledge of Dutch and French is required, proficiency of the English language is a must
- Strong analytical skills: able to detect and explain trends as well as unexpected deviations and summarize main drivers
- Good interpersonal skills: able to communicate with different levels of management and collaborators from several countries (Belgium, UK, HQ France, HQ Spain), and to pick up the phone to solve problems if needed
- Experience in pricing
- SAP knowledge
- Qlikview knowledge

OFFER

We offer a challenging and responsible position within a stable and growing company, where you are given the space to work independently and show initiative. In addition, we offer a very attractive salary package that is in line with your responsibilities and experience.

Join our enthusiastic team and apply as
our new Sales Excellence Controller

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