

# Commercial Analyst - Apprentice

## Job summary

The Commercial Excellence Analyst will support the team on potentially all the scope of the function, Pricing Strategy, Revenue Integrity, Sales Controlling and Margin Management to have a global vision of the role of Commercial Excellence.

Commercial Excellence mission is to maximize value creation of the organization by supporting sales in fostering Profitable sustainable growth. To do so, this function is at the core of the business interacting with many stakeholders, Sales & Marketing, of course, but also Operation & Finance.

Hence, he/she will have the opportunity to interact with all the mentioned stakeholders, at HQ level as well as on industrial site (when needed), in a Packaging Industry within a great Market (Cosmetic and Oral care)

This mission is a fantastic opportunity to understand the Business of an Industrial B2B organization. At the end of the mission, there might be permanent job opportunities within Albéa (either in Commercial Excellence, Finance, Supply Chain or Operation) at headquarter or site, as this mission is clearly seen as a "Talent Pool" feeder.

## About Albea & the Product line that is recruiting

Albéa is a world leader in beauty, personal care, oral care, pharmaceutical and food packaging. Albéa Gennevilliers is home to our global headquarters.

## Scope

- Albéa Tubes Europe : c. \$380M and 900 active customers
- Based in Gennevilliers, France

## Main activities

- Support Commercial Excellence agenda in Albéa Tube Europe
- Help Commercial Excellence team members on their respective missions (function the needs of the team and your aspirations).

Potential topics you will have to handle during your mission :

- o Pricing Strategy
  - Develop dashboards
  - Perform control checks on Pricing
  - Ensure Follow up of quotation to guarantee quantitative as well as qualitative data qualities
- o Sales Reporting
  - Support the creation of new dashboards
  - Ensure recurrent & reliable reporting of data

- o Revenue Integrity
  - Help developing Standard Management rules & guideline for Pricing
  - Perform controls & audit
  - Develop dashboards
- o Business Case preparation
  - Support Costing team in performing margin analysis
  - Support Costing team in the maintenance of the tool
- o Margin Management
  - Help Commercial Excellence team to be as reactive as possible in Sales team support
  - Report on Margin management actions
  - Help Sales to properly report margin actions in due time

### **Accountability including KPIs**

Support Commercial Excellence team on their day to day tasks

### **Profile (Experience & qualifications)**

- Graduating in Business & Management School or Engineer Schools
- Interest for numbers, Finance and value analysis
- Very comfortable with Excel (ideally VBA)
- Fluent in English

### FUNCTION

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Sales - Marketing

### EMPLACEMENT

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Gennevilliers (92)

### APPLICATION EMAIL ADRESS

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jobs.gennevilliers@albea-group.com

### TYPE DE CONTRAT

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Intern/Apprentice

### DESCRIPTION

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Responsible to support the team on potentially all the scope of the function, Pricing Strategy, Revenue Integrity, Sales Controlling and Margin Management to have a global vision of the role of Commercial Excellence.