

Margin Manager & Costing Specialist

Job summary

The key responsibilities of this role are first to maintain and improve central Costing Model and ensuring its systematic usage for quotations. It is also to be a Business Partner to Sales organization to sales value to the customers and to achieve sustainable profitable growth.

• Expert user of Costing Tool • Capable to maintain all parameters • In-depth understanding of all industrial processes, KPIs and financials impact • Commercial Business case preparation • Interact with Marketing, Operation, Supply chain, Finance to identify value leverages

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

Full Tubes Europe scope = c. \$380M 8 plants

Main activities

Costing Model:

- Interact closely sites and operation to maintain & improve Costing models for all processes & site
- Ensure systematic usage of the tools for all quotations
- Document & Train users on the tool usage
- Secure & optimize process of data update
- Ability to drive improvement on the tool (incl. potential IT development)
- Spot any improvement solution (Internal or External)

Margin Management:

- Business case support for Sales. Defining Price and ensuring value & margin are optimized
- Identify, plan, and implement commercial Margin actions. Follow up on those actions and ensure they are properly recorded in CRM
- Roll out best practices between teams

People Management & Organization:

- Eagerness to share experience and train people
- Ability to interact with many functions (Sales / Operation / Technicians...)

Accountability including KPIs

- Support Sales Team in the preparation of their negotiation. Aligned with Pricing Strategy, identify

of possible levers of value creations by preparing a compelling Value proposal (incl. Service selling / Cost out actions...)

- Ensure systematic availability & reliability of the Costing model (maintenance of all assumptions like Raw Materials / Hourly rates / Machineries / Processes)
- Ensure Continuous Improvement of the tool and benchmark optimized solution (Internal or External) - networking

Internal Relationships / Contacts:

- Sales Team, Marketing and R&D
- Plant Executives
- Operation & Supply chain team
- Finance team
- Customer Service Teams

Profile (Experience & qualifications)

- At least 5 years of experience in Sales/Commercial/Finance (in at least 1 of the before mentioned areas)
- Ability and experience to work with and manage people (in matrix organization)
- Communication and teaching skills
- Advanced mastery of Microsoft Excel
- Fluent English
- Potential to develop further into a higher management position

Job Specific Requirements

- Result-oriented and action-minded
- Strong ability to drive Process
- Strong Analytical skills
- Expert in Excels and strong IT knowledge
- Good relationship (make and maintain professional contacts with different people at different levels in and outside the company)
- Ability to influence others

FUNCTION

Sales - Marketing

LOCATION

Gennevilliers (92)

APPLICATION EMAIL ADRESS

jobs.gennevilliers@albea-group.com

TYPE OF CONTRACT

Permanent

DESCRIPTION

Responsible to maintain and improve central Costing Model and ensuring its systematic usage for quotations.