

Sales Controller

Job summary

Mission is to manage all the sales controlling activity of Tube Europe. This implies all sales reporting, sales budget process, sales masterdata, commercial processes are done in due time and 100% reliable. The sales controller manages a Masterdata officer, and an apprentice.

- Sales Reporting • Sales Budget • Process and data Control • Support for local Price Set Up Team
- Sales KPI • IT facilitator on SAP / SFDC – Margin Management tool / Power BI • team management

About Albea & the Product line that is recruiting

Albéa is a global leader in beauty, personal care, oral care, pharmaceutical and food packaging. Our site, Albéa Lodz Plastics is specialized in Plastic Tubes manufacturing for the Cosmetic Mass Market for global and local Brands.

Scope

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

Main activities

Sales Reporting :

- Ensure On Time and Reliable Sales Reporting
- Drive Sales Budget Process
- Automate reporting in Power BI
- Perform Ad Hoc analysis upon request
- Develop new KPI
- Interact with Sales to collect Sales Intelligence for enhance data quality

Masterdata control (manage Masterdata officer):

- Perform regular control on Key Sales Fields to ensure systematic data reliability (under supervision of Master Data Officer)
- Interact with IT and other functions (Customer Service / Procurement / Method) to simplify Masterdata usage in Commercial Excellence Team
- Ensure reliable sales / account allocation for Sales reporting / Bonus calculation

Margin Management (PMDB tool):

- Support Finance team for the preparation of PMDB (quarterly margin report)
- Animate Sales Year End Rebate process and ensure reliability of accruals

Accountability including KPIs

- Reporting reliability in term of Content & Timing
- Rigor in Process & Data check

- Agile with new technologies
- Excel Expert
- Power BI knowledge is a plus

Profile (Experience & qualifications)

- 5 years experience in Sales controlling / Finance controlling
- Management experience is a plus
- Passionate about Sales, Business, Industry
- Agile with figures and data analysis (Finance & Controlling profil)
- Advanced mastery of Microsoft Excel
- Agile Reporting System (like Power BI / SAP...)
- Fluent English

FUNCTION

Sales - Marketing

LOCATION

Lodz Plastics

APPLICATION EMAIL ADRESS

jobs.poland@albea-group.com

TYPE OF CONTRACT

Permanent

DESCRIPTION

Manage all the sales controlling activity of Tube Europe. This implies all sales reporting, sales budget process, sales masterdata,