

Business Controller

Job summary

The Business Controller will be in charge of providing the business with valuable reports and insight. You will be part of the revenue management team and work very closely with financial departments. We are looking for someone capable of becoming a business partner to support operational and strategic decision making. You have affinity to create, review and improve business processes independently.

You interpret results and identify trends proactively, highlight issues, and work in partnership with the business to plan appropriate actions.

The scope of the role is the worldwide footprint cosmetic and fragrance (Europe, Asia, North America)

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

The scope of the role is the worldwide footprint cosmetic and fragrance (Europe, Asia, North America) based in Gennevilliers

Main activities

Reporting & sales controlling

- Responsible for the monthly Sales/ financial reporting activities including Top line analysis & sales reporting.
- Responsible for the commercial budget you will contribute to the long-term plans
- Prepare and analysis monthly reporting package to management team within closing timetable
- Supports the development of additional commercial tools (bonus, challenges etc...)
- Coordinating different teams to ensure consistent data and reporting (close work with IT and finance)

Sales performance animation

- Maintains close relationships with the commercial teams and grows into the business partnering role
- Production, analysis, and commentary for monthly sales reports
- Support Sales team on business case construction and price definition
- Provide specific relevant data analysis on referral performance, identifying shortfalls and inefficiencies across the core business and provide this data to implement fixes for business issues.

- Identifying trends and underperformance to ensure remedial measures are applied via the Sales Managers and all sales activity is delivered in line with revenue and margin targets
- Setting and tracking sales targets

Profile (Experience & qualifications)

- Bachelor or Msc in Business Administration/ Finance
- minimum 5 years of relevant working experience
- Advanced Excel skills is mandatory (experience with SAP is an asset)
- Ability to manage complex data base
- Affinity with both business and finance. Strong business acumen
- Good analytical and numerical skills
- Translates analysis and numbers into actions and right steering
- Shows initiative, social, and good relationship builder with the business
- Travel in France and abroad
- Fluent in English

FUNCTION

Sales - Marketing

LOCATION

Gennevilliers (92)

APPLICATION EMAIL ADRESS

jobs.gennevilliers@albea-group.com

TYPE OF CONTRACT

Permanent

DESCRIPTION

Responsible for providing the business with valuable reports and insight.