



CAMPBELL & PARTNERS
EUROPEAN RECRUITMENT CONSULTANTS

Ref No: NG/1281

HEAD OF SALES CONTROLLING & DEMAND PLANNING

Client:

International consumer goods group with some of Europe's most recognizable brands. For German HQ, we are now looking for an astute finance professional to add real value to the controlling function.

Location: Hamburg

Responsibilities:

- business partner to KAMs and Sales Director re annual trade negotiations
- coordinate and lead the S&OP process
- review rebate accruals in liaison with the sales teams
- drive demand planning and ensure transparency of data
- balance stock levels to ensure optimum working capital
- forecast and report on gross sales, trade terms and net sales
- budget, forecast and track trade terms
- monitor accounts receivable and drive cash collection
- risks and opportunities
- evaluate business cases re price increases etc
- support management in the strategic planning process: volumes, pricing and margins
- lead the annual planning process
- develop your team of currently 9 staff
- report to the Finance Director

Requirements:

- a university graduate
- 5-10 years' relevant financial experience including at least 3 years in sales controlling
- FMCG experience a must
- team management experience
- commercial acumen and insight re the impact of decisions on the business
- able to challenge sales while maintaining a close relationship
- a role model in driving simplification
- experience of SAP
- excellent communication and interpersonal skills
- fluent English
- high level of integrity, motivation and drive

Please e-mail your application to: first@campbell.de

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