

**CARE CHANGES
EVERYTHING.**

Beiersdorf

HOME OF



Eucerin

Hansaplast

LA PRAIRIE
SWITZERLAND

CHANTECAILLE

CONTROLLING MANAGER - SALES

At Beiersdorf, we want to help people feel good about their skin – and our commitment goes far beyond caring for skin. For 140 years, we have developed innovative skin and body care products for well-known brands such as NIVEA, Eucerin, La Prairie, Hansaplast, and Chantecaille. We act according to our purpose, WE CARE BEYOND SKIN, and take responsibility for our consumers, our employees, the environment, and society. Behind every brand, every product and every accomplishment are our more than 20,000 employees. It is for them that we live an inclusive culture of respect and trust that is strongly aligned with our values – CARE, COURAGE, SIMPLICITY and TRUST. We also embrace diversity by valuing the uniqueness of each individual and being committed to equal opportunities for all.

We embrace Diversity and aim to provide equal opportunities to all of our applicants – regardless of e.g., gender, sexual identity, nationality, ethnicity, religion or ideology, disability or age. We would therefore kindly ask you to include only information and data in your documents which are relevant for the assessment of your application (e.g., curriculum vitae with relevant references and certificates).

YOUR TASKS

Business Partnering

- Take role as financial business partner for function heads of Sales (Head of MT, Head of GT and Head of S&CM) to proactively provide guidance and insights related to major financial issues that may impact the business performance in the future.
- Ensure business decision are made and business activities/operations are executed under full consideration of all financial implications.

Sales Controlling

- Support business to steer customer plan and guide on forecasting process. Monitor the deviation to ensure the delivery of the results.
- Responsible for actual performance tracking versus budget, monitor the deviation and raise major risks to management.
- Prepare analysis and insights related to key financial KPIs of Sales and support business on managing SOI (NS, GM, TTC).
- Support sales planning by channel, monitor profitability, trade spend and trade stock.
- Prepare data and analysis supporting pre & post evaluation for relevant promotion activities.
- Conduct channel MSO (Monthly Sales Outlook) & Operate NSP (Net Selling Price) process, ensure accuracy and timely delivery.
- Monitor Trade Term Condition (TTC) forecasting. Complete tracking and invoice verification in SAP
- Release sales order due to price differences
- Review monthly/quarterly sales incentives (including sales incentive for Beauty Advisors and Merchandisers) ensure it's in line with the budget.
- Support all internal and external audit related activities and follow through actions upon

ADDITIONAL INFORMATION

Office Location: 6th and 7th Fl. Sathorn Square Office Tower, 98 North Sathorn Road, Silom, Bangrak, Bangkok 10500.
(Remotely Working from home could be applied)

JOB DETAILS

Contract Type: Unlimited / Full-Time
Job Start Date: 4/24/2024
Country / City: Thailand / Bangkok
Company: Beiersdorf (Thailand) Co.
Job ID: 15676

recommendations

- Support business process improvement by identifying areas to improve reporting and forecasting process and share feedback/recommendation to management.
- Ensure internal control policies are up to date and adequate.

Marketing budget for S&CM and eCommerce

- Create transparency in planning process with regards to brand budget including:
 - Customer Marketing Spends
 - eCommerce
- Use BASE tools for budget steering for S&CM and eCommerce spends.
- Ensure accuracy and timely accruals for S&CM and eCommerce marketing budget areas

Forecast and budgeting

- Act as go-to person and instruct Sales function heads on budgeting process and cycles.
- Support business on budget preparation and manage important budgeting schedules ensuring all input will be submitted OTIF.
- Assist with the preparation and review the plan of the sales operating and GE budgets.

YOUR PROFILE

- Working experience 5-7 years
- Bachelor's Degree in Accounting or Finance related or above
- Demonstrate analytical skills and business acumen
- Attend to details while balancing the big picture
- Strong interpersonal skills
- Collaborate and work well within finance team and cross functional team
- Passion to drive the results
- Excellent communication skills in English
- Proficiency in MS.Excel and MS. Powerpoint
- Knowledge in Power BI is a plus
- Experience in using SAP