

# United Arab Emirates Jobs Expertini®

## FHP UAE Commercial.Sales Analyst

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Company: Fine Hygienic Holding

Location: , , United Arab Emirates

Category: other-general

FHP UAE Commercial.Sales Analyst Job Details United Arab Emirates Job Identification 872  
Locations Posting Date 04/18/2024, 01:29 PM Apply Before 04/30/2024, 01:29 PM Job Schedule  
Full time Job Description What you'll do: Creating a detailed business analysis, outlining problems, opportunities, and solutions for the modern trade business. Enhance the templates used for daily sales reporting. Develop the MSL score tracking system for the modern trade team. Maintain distribution tracker - on a weekly basis. Analysis and reporting on the sell-out data. Maintain and Analyze Account wise spend tracker - Monthly. Handle the promo price dashboard and analyze the competitive pricing in the market. Coordinate with the sales team for the promotional stock forecast on weekly and monthly basis and subsequent planning with the production planning team. Preparation of all kinds of Ad-Hoc reports as asked by the management. Handle the Journey plan of the merchandisers and monitoring the call compliance score. Handle the Journey plan of the Key account executives and monitoring the JP compliance score. Submit merchandising commission files on a monthly basis. Consistent follow-up with the sales team on listing updates and data requirements from retailers. Identify the root causes and facilitating to the resolution of the problems in cases of logistic issues, out-of-stock issues, permit issues, etc. Work with the Trade Marketing and Sales team for the implementation of various marketing campaigns and reporting on the ROI. Work with the central IT team on various projects: Digital Merchandising tool (Vispera), Salesforce implementation, dashboard implementation, and MSL score automation. What you'll need: Commercial finance experience preferably in a consumer goods company. A Bachelor's degree in finance, accounting, economics, statistics, or

mathematics.Experience with pricing software and data sources.Exposure to pricing analytics and revenue management.Involvement in distributor pricing in a multi-tiered route to market.Excellent communication skills both written and verbal.Proven experience working with internal and external stakeholders.Experience working with cross-functional IT development teams within an Agile delivery environment.You will love this job if:You have passion for dataYou can take National & Regional sales level analysis and work with local finance/sales/marketing teams to localize the analysis in order to make the work actionable.You have the ability to work both independently and within a team while putting the success of the group ahead of personal ambitionsAbout the Team Since our establishment in 1958, we at Fine Hygienic Holding have been driven by one clear, simple mission: to provide our consumers with high-quality hygienic paper products that will make their lives more joyful. As the first and largest hygienic tissue producer in the MENA region – amongst the largest in the world – we are currently present in more than 75 countries across five continents. We desire to continue leading by example, holding ourselves to the highest standards of excellence across all aspects of our operations. Our comprehensive, vertically integrated business model ensures that at every one of our paper mills, production facilities, and distribution centers, you will find us demonstrating our commitment to hygiene, quality, innovation, environment, and sustainability. At the heart of everything we do is our commitment to inspiring and shaping a better tomorrow. Whether we are developing more environmentally conscious production methods, innovating more hygienic solutions, or giving back to the communities where we operate, we are always putting people first – from our customers and employees to our planet’s future generations.

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