

United Arab Emirates Jobs Expertini®

Sales Performance & Compensation Manager

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Company: Damco Spain SL

Location: united arab emirates

Category: other-general

Who we are looking for A Manager that can drive Sales Performance and the Sales Incentive Plan in close collaboration with the Sales Finance Business Partner s & HR Rewards Team. Work closely with the team(s) in Centre to understand the Sales Performance Plan and Objectives. Be the go-to person between the sales team and the Finance Team regarding Sales Performance & how that relates to incentives for the sales team members and managers. With the expansion of our business, customer base and sales colleagues and the need for a more accurate performance, data, hygiene and target management we are introducing this role within the total number of FTE's in the ROFO supporting the Head of Sales ops in delivering the expectations and providing the support needed for the sales organization. Job Description Owns & manages the Sales Incentive Plan (SIP) Manages and reports on the Contract Signing Bonus (CSB) metrics in a timely fashion to confirm timely payouts of the CSB Owns and manages the Sales Incentive Plan as designed in salesforce.com. (SIP Automation) Recommends in assessing best alternative strategies as it relates to various SIP plans & financial implications of such Provides various insights to sales verticals based on needs Automates and brings in efficiencies in the SIP calculation process Increased presence of Sales & Pipeline analytics to drive business decisions Sales Effectiveness Analytics Track performance against Area Sales Targets Critical Competencies Minimum 1-2 years of BI experience in similar corporate structure Advanced Microsoft office software skills, particularly Access, Excel and PowerPoint for reports and presentations. Great analytical skillset, challenger mindset, high drive and focus on personal development. Strong sense of urgency and drive to deliver quality in

your work - all at the same time. Stakeholder management Preferred knowledge and experience with salesforce.com Maersk is committed to a diverse and inclusive workplace, and we embrace different styles of thinking. Maersk is an equal opportunities employer and welcomes applicants without regard to race, colour, gender, sex, age, religion, creed, national origin, ancestry, citizenship, marital status, sexual orientation, physical or mental disability, medical condition, pregnancy or parental leave, veteran status, gender identity, genetic information, or any other characteristic protected by applicable law. We will consider qualified applicants with criminal histories in a manner consistent with all legal requirements. We are happy to support your need for any adjustments during the application and hiring process. If you need special assistance or an accommodation to use our website, apply for a position, or to perform a job, please contact us by emailing accommodationrequests@maersk.com.

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