



European Search Company
Human Capital Consulting

EuropeanSearchCompany

Human Capital Consulting

Commercial Control Lead – World Leading Company - FMCG

The Client

Our Client is the world's leading company in its category, with annual revenues of more than \$ 7 billion (€ 5 billion).

The company is based in the Netherlands, and holds leading market positions in more than two dozen countries and have a strong emerging market presence, giving its significant revenue synergy opportunities in the \$81 billion global category.

The Position

With a direct report to Finance Director Nordics, the Commercial Control Lead is responsible for ensuring effective management in the country from a financial and controlling perspective, based on the company's overall business strategy and the central and local Financial and Controlling policies and guidelines in place, in order to ensure maximization of return on investment and effective management based on accurate (management) information in alignment with the KPI guidelines from principal.

Key Accountabilities

The Commercial Control Lead is responsible for all operational activities of the Country Commercial Control function. He/she prepares, provides and analyses financial management information which supports the decision making process of the local organization. He/she acts as a business partner to the Country Management team and following key departments: Marketing, Sales, Finance Excellence Center, Operations and Supply Chain. In its role as business partner, the finance function ensures the company keeps continuous focus on compliance, control and risk management to manage the company's (financial) risks and meet the requirements of governmental and other regulatory bodies, as well as the internal guidelines

Key Areas of Responsibility

- Providing input and prepares the annual operation plan for the country and supports the execution of activities according to this plan. This includes maintaining an ongoing forecast
- Active member of Leadership Team
- Conduct performance analysis
- Continuously work with process improvement, simplification and maintain instructions for different processes i.e. VCP, AOP & reporting in the country
- Reviewing and/or preparing investment and expenditure requests

European Search Company

We are a professional search company dedicated to helping our clients to acquire and retain the vital human capital they need to achieve their strategic business goals.

We strive to develop people and organizations through professional partnership with our clients to meet their business strategies and maximize their performance and revenue.

We provides exceptional service and expertise to deliver effective leadership solutions for our clients.

- Ensures monitoring of business and financial performance by providing the country management team with information, financial analyses and proactive advice, in order to ensure that business decisions are based on the correct and accurate information and considerations.
- Supports the planning and execution of transaction processing, to be in line with the overall business and organization development, aiming for efficiency and effectiveness improvements, in liaison with the Finance Excellence Center (FEC)

Required Experience & Competencies

- Experience
 - 5 year experience in a similar position SE. 5-8 years in DK & NW
 - Fluent English
 - Knowledge of MS Office
 - Knowledge of SAP;
 - Knowledge of IFRS, AOP / LRP process;
 - Experience with pricing calculations, cost price calculations, investment calculations;
 - Experience of working in a commercial environment
 - Experience from Accounting
 - Experience from international company
 - FMCG experience
- Competencies
 - Simplicity "Breaks down complexity and provides clear and consistent messages"
 - Entrepreneurship "Running the business as an owner and a partner"
 - Accountability "Taking charge and focusing others"
 - Discipline "Driving operational and financial excellence"
- KPI's for the position for the first 3-6 months
 - Build a good understanding of business as well as system processes
 - Understand the commercial dynamics and the key areas
 - Fill the role as a key leader of the organization

Contact and application

If you have any questions to the position, please contact Torben Schiermer at European Search Company; +45 2965 1105 or send an application with your CV enclosed to; ts@europeansearch.dk att.: "Commercial Control Lead"