



Commercial Business Partner with General Management ambitions

We have a passion for advancing energy solutions and we need your help to unlock the potential

Primagaz Scandinavia is on an exciting journey. To support and catalyze this desire for growth in the best possible way, Primagaz is building a strong commercial business controlling function to work closely with the business.

Primagaz is looking for a true talent - a candidate with the right skillset, attitude and ambition to join the Primagaz High Potential program. A program designed to rapidly evolve your skills and capabilities through different key positions within SHV Energy, both locally and internationally, with an aim to reach a central management position within the group.

If you're up for the challenge your journey will begin by taking the role as Commercial Business Partner. You will be given a central position within the commercial Business Controlling team at Primagaz Scandinavia. This team plays a vital role in providing a fact-based approach and data-based recommendations to lead Primagaz's decisions, projects and processes.

Your main assignment will be working together with our sales management to improve the effectiveness of our commercial approach. In parallel, you will lead the development of key insights into the markets we play and in the performance of our commercial contracts and projects.

Your task is to support the business through analysis, structure and a fact-based approach. You will share this knowledge not only within the commercial team at Primagaz but also the global SHV Energy organization to ensure that best practice is captured, adapted and applied. You will assist the sales managers in setting up policies and delivering a structured sales processes by using Business Intelligence tools to distribute facts for decision making. You will also be a key part in improving the forecasting and performance monitoring of the sales organization. You will be the data-owner forming the strong link between our finance team and our commercial activity.

Traveling will be expected as part of projects and by being part of the International SHV Energy organisation.

We're looking for a candidate with:

- 2-5 years professional experience in an international environment with a strong emphasis on business analysis and commercial business partnering skills.
- A university degree within finance, business administration or a similar field
- Strong skills in MS office, specifically Excel along with knowledge of other business intelligence software
- Fluency in spoken and written English and one of the Nordic languages.

As a person you have a high interest in using data to improve the world around us. You possess an entrepreneurial spirit and relish the opportunity to develop new models for sales to give greater insights into customer creation. You develop new KPI's even if your starting point is working with unstructured data sets. You are highly analytical, have a strong drive and are open to sharing new ideas and knowledge with others. You have the ability to shift perspective from detailed to high level and you dare to challenge others. You have strong communication skills and demonstrate integrity, honesty and curiosity. Experience in project management or consulting is an advantage. Furthermore experience in Excel, Qlikview or Navision is also an advantage.

You will be given a unique opportunity to excel your career on a high potential fast track within SHV Energy. A program that over the next two years will build your competencies and skillset in different roles within SHV Energy Group.

Contact and application

If you have any questions please call Brian Ranvits at European Search Company; +45 20 48 05 48.

If you are interested in the position, please send your CV and motivational letter to; bra@europeansearch.dk att: 'Commercial Business Partner'

Primagaz, en moderne energivirksomhed

Primagaz Scandinavia er et datterselskab af SHV Energy, som er et af verdens førende gasselskaber. Vores tætte samarbejde med SHV Energy og deres aktører i 25 lande sikrer, at vi kan være først med nye løsninger og altid har opdateret viden. Det giver vores kunder et bedre produkt og konkrete besparelser på både bundlinjen og i klimaregnskabet.

Primagaz Danmark leverer effektive og miljøvenlige LPG-løsninger til virksomheder og private i hele landet. Mere end 50 år i markedet har lært os at stabile og punktlige leverancer er afgørende for vores kunder. Vores chauffører og montører i hele Skandinavien samarbejder derfor tæt med vores hovedkontor i Køge, for at sikre et højt serviceniveau og planmæssig levering. Digital teknologi sikrer, at vi automatisk kan se, hvornår vores



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kunder har behov for opfyldning af deres tanke, og stærkt internationalt samarbejde gør at vi altid har adgang til gode leveringsaftaler og konkurrencedygtige gaspriser.