CareerCross

Robert Half® roberthalf.jp

Head of Insights

FMCG company Head of Insights

Job Information

Recruiter
Robert Half Japan Ltd.

Job ID
1490318

Industry
Other (Distribution, Retail, Logistics)

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
14 million yen ~ 17 million yen

Refreshed
August 14th, 2024 16:28

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Company Profile

- A global FMCG company is seeking a data-driven leader to optimize its sales strategy for products sold outside of traditional retail stores. This role is crucial for uncovering hidden opportunities in the market, making better-informed business decisions, and ultimately driving sales growth.
- The ideal candidate will have a strong background in data analytics, a proven ability to build high-performing teams, and a passion for translating complex data into actionable insights.

The Role

1. Data Systems Management
   - Develop and Maintain Data Systems: Create and oversee data warehousing and reporting tools to handle customer data (such as CVS/RT POS Data and Depletions) and third-party data (e.g., Intage).

- Manage Perfect Store Audit: Oversee the Perfect Store Audit process and associated data sets.
- Train Sales Personnel: Lead the development and implementation of training programs to help sales teams effectively use data analytics.

1. Sales Planning, Forecasting, and Strategy
- Lead Planning and Forecasting: Oversee the Annual Business Planning (BP), FRE, SRE, and monthly Sales and Operations Planning (S&OP) processes. Ensure forecasting accuracy and compliance across sales managers.
- Identify and Drive Growth Opportunities: Recognize areas for growth during annual reviews and periodic updates. Use data to inform and enhance sales strategies and identify new opportunities.
- Optimize Promotional Strategies: Regularly analyze promotional effectiveness, evaluating sales performance and shopper impact. Adjust promotional strategies for maximum ROI and collaborate with sales managers to improve promotional activities.
- Generate and Apply Insights: Provide data and insights to sales teams to pinpoint growth opportunities across various channels and territories. Blend different data sources to inform and drive commercial strategies. Work with the consumer insights team to integrate shopper and consumer data for strategic decisions.

1. People and Team Management
- Build and Develop the Team: Recruit, structure, and grow a strong, effective team. Actively shape and enhance the team's skills and capabilities.
- Coach and Motivate: Use company values and management principles to build a motivated and engaged team, clearly defining what success looks like.
- Foster Team Collaboration: Develop transparent and trustworthy relationships with management and team members to ensure effective collaboration and achieve organizational goals

Your Skills

1. Professional Experience: At least 7 years of experience in data system management, sales planning, and shopper insights. Experience in category management, brand management, or account management is a plus.

2. Data Management Expertise: Experience in managing data agencies and retail operations, with a track record of successful collaboration with IT and insight providers to develop advanced data capabilities.

3. Leadership Skills: Proven people management and leadership experience, ideally in data system management and sales planning.

4. Analytical and Project Management Skills: Strong abilities in planning, project management, and analytical tasks, with excellent communication skills to present complex market and technology trends clearly.

5. Language Proficiency: Business-level fluency in both written and spoken Japanese and English.

Location

Tokyo

Salary

14 - 17 million yen

Selling points

1. Build a New Team: Lead and shape a brand-new team focused on creating top-notch data capabilities from scratch.
2. Use Rich Data for Growth: Leverage extensive data to uncover new growth opportunities and boost off-site sales.
3. Work on Global Projects: Collaborate on exciting international projects with HQ and global branches, impacting strategies worldwide.
4. Develop Data Systems and Forecasting: Oversee and improve data management and forecasting processes to drive better sales planning and performance.

Reference Number: 06940-0013046061

Company Description

Founded in 1948, Robert Half pioneered the idea of professional talent solutions and is now the world leader in placing

accounting, finance, banking, and technology professionals, as well as sourcing and placing candidates for executive search.

With more than 300 offices worldwide, Robert Half makes it easy for job candidates to find the services they need, with office locations in Tokyo and Osaka, Japan.

Robert Half has been recognized as one of FORTUNE's "Most Admired Companies ®" for 25 consecutive years (February 2022).

1948年に設立されたロバート・ハーフは、プロフェッショナル人材ソリューションのパイオニアとして、現在では会計、財務、金融サービス、テクノロジー分野のプロフェッショナル人材の紹介や、エグゼクティブサーチの候補者の発掘・紹介で世界をリードする存在となっています。

世界中に300以上の拠点を持ち、日本には東京と大阪に2つのオフィスを構えています。ロバート・ハーフは25年連続でFORTUNE誌の最も賞賛される企業「Most Admired Company®」の1つに選ばれました。（2022年2月）