



PR/086924 | Customer Controller (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1527443

Industry

Audit, Tax Accounting

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

March 18th, 2025 11:25

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A family-run Japanese company with more than 200 years of history is looking for a Customer Controller (m/f/d). This position is responsible for ensuring the precise implementation of customer and channel strategies, delivering in-depth performance analysis, and optimizing commercial investments. Working collaboratively with the Sales team, the Customer Controller will enhance financial decision-making and promote financial discipline across commercial activities, supporting sustainable business growth.

JOB RESPONSIBILITIES

The Customer Control will serve as a vital support function to the sales team, ensuring efficient and effective sales processes by delivering actionable insights, robust analyses, and optimized pricing strategies. This role will directly contribute to the company's sales success by closely monitoring market dynamics, providing key recommendations, and ensuring accurate reporting to facilitate strategic decision-making. Planning and implementing brand and communication strategies.

Strategic & Commercial Planning

- Support the development of customer channel and product strategies, ensuring commercial plans are effectively defined and executed.
- Collaborate with Sales to align financial planning with business growth initiatives.
- Support the mid- and long-term business plan

Performance Analysis & Reporting

- Conduct monthly performance analyses, generating high-quality reports and tracking key financial and commercial KPIs.
- Ensure the accuracy and reliability of financial data to support decision-making.

Commercial Investment Control & Optimization

- Monitor and manage commercial investments, ensuring compliance with internal Total Trade Spend (TTS) policies.
- Collaborate with Sales teams to optimize trade investments through pre- and post-evaluation analysis.
- Ensure proper accounting of promotional activities to enhance the accuracy and integrity of financial information.

Risk Management & Opportunity Identification

- Identify financial risks and opportunities, providing stakeholders with clear visibility into performance gaps and potential growth areas.
- Develop and coordinate action plans to mitigate risks and capitalize on market opportunities.

Financial Knowledge Development

- Promote financial literacy and best practices within the Sales function.
- Drive awareness of financial drivers impacting commercial success and decision-making.

JOB REQUIREMENTS

- 3 -5 years of experience in a similar role, preferably in sales support, sales control, business analysis, or management control.
- Prior experience in business support functions within a commercial environment is preferred.
- Strong analytical skills with a high affinity for numbers and data interpretation.
- Advanced proficiency in Microsoft Excel and MS Office (PowerPoint and Word).
- Experience with sales or business intelligence tools is a plus.
- Solid understanding of sales processes and customer dynamics to provide meaningful insights and recommendations.
- Strong analytical mindset with meticulous attention to detail.
- Excellent planning, organizational, and time management skills to handle multiple priorities effectively.
- Resilient, self-motivated, and able to work in a fast-paced environment with tight deadlines.
- High results and service orientation, with a critical and problem-solving mindset.
- Proven ability to influence and collaborate effectively with cross-functional stakeholders, especially within Sales.
- Excellent communication skills in English (German is a plus).

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.
