

Venezuela Jobs Expertini®

Analista de Inteligencia de Ventas

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Company: Mondelēz International

Location: Caracas

Category: business-and-financial-operations

Description

Are You Ready to Make It Happen at Mondelēz International?

Join our Mission to Lead the Future of Snacking. Make It With Pride.

You help execute the revenue management workstream to help us optimize the return on investment on our trade spend activities.

How you will contribute

You will:

Work with customer teams to track progress towards revenue KPIs

Complete promotional post evaluations in partnership with Finance and Marketing

Support the Customer Planning Manager by providing regular reporting including volume tracking, trade spend, % promoted, seasonal in flight tracking

Monitor revenue realization of any cost price increases

Work with customer teams and Sales Finance to ensure all trade spend in the system is accruing correctly

Attend customer forecast surgeries to understand customer dynamics and identify opportunities and risks to the plan

Approve promotional activity in line with guidelines with regular reviews of promotional spend

What you will bring

A desire to drive your future and accelerate your career and the following experience and knowledge:

Commercial and financial acumen

Reducing complexity using an analytical, disciplined and collaborative approach

Synthesizing multiple data points into a holistic position

Organizing and prioritizing

Problem solving

Finding new and innovative solutions

Working in a fast-moving consumer goods or consumer packaged goods environment a distinct advantage

Customer and category knowledge a distinct advantage

Declaración del propósito del cargo:

Levantar y analizar los KPI'S del área de ventas de todos los productos comercializados por Mondelez VZ. Realizar los reportes inherentes para el área de ventas, garantizando las políticas y procedimientos establecidos para cumplir los objetivos asignados.

Manejo y Construcción de Bases de Datos para presentar al negocio, estadísticas de ventas por Región, canal comercial, marcas, SKU.

Análisis y construcción de herramientas de administración de ventas, reportes diarios de ventas, inventarios.

Análisis y administración de cuota de ventas por SKU, Marca, Región, RDV.

Construcción y administración de Base de Datos para el control de la venta SellOut de los Distribuidores Mondelez a nivel Nacional.

Construcción y Administración de tablero de resultados mensual, para que todo miembro de la organización puede evaluar estadísticas de ventas, este es un libro de ventas detallado, que sirve de consulta a la organización.

Administración y control de maestro de clientes Mondelez.

Ejecución de Assessment para cambio de canal a futuros Distribuidores.

Requisitos:

Profesional Universitario en Administración de empresas, ingeniería, economía (o carreras afines) .

Manejo avanzado del paquete Office (especialmente Excel).

Entre 2 y 3 años en cargos similares.

No Relocation support available

Business Unit Summary

Mondelez International's Latin America region includes a unique market in Venezuela.

Despite the challenging political and economic environment, Mondelez

International's 1,448 colleagues in the country proudly represent a diverse group of people committed to fulfilling the company's purpose— offering the right snack, for the right moment, made the right way. Venezuela's corporate headquarters is located Caracas with manufacturing plants in Valencia and Barquisimeto. The Venezuelan consumer prefers us because we make their favorite cookie, Oreo, in addition to brands such as Social Club (a brand born in Venezuela), our local jewel, Sorbeticos, and Cheez Whiz, a top seller in the country.

Mondelēz International is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation or preference, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Job Type

RegularCategory Planning & ActivationSales

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