



Brüel & Kjær Vibro
a spectris company

Sales Controller (m/f/d)

Brüel & Kjær Vibro is the leading independent supplier of protection and condition monitoring solutions for rotating machinery. Our worldwide network of branch offices and representatives strengthens our coverage & position in all strategic markets. Wind industry is one of the Core Industry Segments at the very center of our global growth strategy.

The Sales Controller (m/f/d) supports our global Sales organization by providing timely, relevant reports and support for order & revenue forecasting, routine progress reporting as well as sales efficiency and sales performance analyses to facilitate data-driven decision-making. In this role you will interact with all key sales, finance and operational stakeholders and report directly to the Director Global Sales Operations & Support.

Your tasks

- Prepare and validate relevant sales data and business information for financial reporting, budgeting and forecasting in accordance with internal guidelines
- Lead the business planning and forecasting process as well as manage monthly closing and actuals reporting for our Sales organization
- Support, analyze and monitor sales plans, forecasts and sales growth by different categories
- Provide information to the sales management by compiling relevant data and preparing reports
- Perform ad-hoc analyses and evaluate financial implications of various strategic decisions, simulate 'what if scenarios', establish measurable targets and recommend actions, supported by Business Intelligence
- Act as sparring partner for the Sales organization by working closely with various stakeholders, exhibit a service mentality but also challenge stakeholders and provide relevant insights
- Assess and flag business risks and opportunities, and recommend potential risk mitigation strategies to reduce impact on business performance and drive sales target achievement
- Develop and maintain Sales KPI dashboards to report Sales performance for both internal and external (HQ) stakeholders
- Increase productivity by developing automated solutions, eliminating duplications, as well as coordinating and harmonizing information requirements from multiple stakeholders
- Ensure existing processes, controls and tools for Sales are designed, implemented and documented in line with business requirements and are continuously optimized to improve reporting and decision making
- Provide support & leadership for CRM deployment, build necessary toolkits/dashboards and act as key user and implementer of our CRM to analyze and optimize global sales performance

Your profile

- Degree in Accounting, Finance, Economics or Business Administration (Master's degree preferred)
- 5+ years' work experience in Finance or Sales Controlling & Analysis, preferably in a global company
- Experience in working with specific CRM systems (SugarCRM, Salesforce.com, etc.) as well as in CRM deployment and usage, process definition & optimization in a Global Sales organization required
- Excellent SAP (FI/CO) as well as advanced Microsoft Office (Excel!) skills, e.g. data modelling & analysis, pivot tables, KPI dashboards; experience with BI tools, e.g. Microsoft Power BI advantageous
- Profound analytical skills, attention to detail and accuracy, and ability to (continuously) prioritize
- Self-starter with a strong sense of ownership, accountability and commitment to meet deadlines
- Passion and drive to understand key sales and business drivers and to continuously improve existing methodologies, processes, and tools to bring innovative ideas to the team and champion best practices
- Being transparent with management to proactively flag upcoming issues as early as possible
- Excellent interpersonal and communication skills to interface with and build relationships on all levels
- Strong work ethic and ethical behavior working within a multi-cultural and global team
- Fluent in English and German (verbal and written)

You will receive thorough introduction to the position and will be offered a competitive package. Place of work is Darmstadt/Germany. If you recognize yourself in our description, please send your complete application to our Human Resources Department (career@bkvibro.com).

B&K Vibro is an equal opportunity employer and all applicants will be considered for this position without regard to national origin, gender identity, sex, sexual orientation, color, religion, veteran or disability status.



www.bkvibro.com

Brüel & Kjær Vibro GmbH | Human Resources | Leydheckerstrasse 10 | 64293 Darmstadt | Germany
phone: +49 6151 428 1622 | fax: +49 6151 428 1001 | email: career@bkvibro.com