



IT TECHNICAL ANALYST

Organizational Unit: Sales Operations and Programming EMEA AG

Reports to: Programming Manager EMEA AG

Location: *Torino*

Type of collaboration/contract: Stage

PRIMARY FUNCTION

The Programming Analyst is responsible for implementing and maintaining Terms & Conditions for All AG products distributed in MEA.

He/She runs analysis on the campaigns and assists the Commercial Team in identifying the right incentivizing strategy in order to increase or maintain sales and profitability by product and market.

ESSENTIAL RESPONSIBILITIES

Main responsibility:

Campaign Implementation

- Collect and Implement in SAP the quarterly, seasonally, ad hoc discounts launched by the commercial team.

INTERNATIONAL CAREER FAIR

- On a periodical basis runs regular checks using SAP and Qlick-Sense Pricing & Discount tool on the running campaigns and makes sure there is no discrepancy between what is communicated in the T&C and what is loaded in the system.
- Support the dealer indirectly through Sales Admin on claims and clarification requests on applied and promised discounts.
- Is responsible for the MEA order portfolio from a Discount Management point of view.
- Coordinates the closure and opening of the invoicing in the beginning of the year, quarter in accordance with the discount implementation referring to that specific period.
- Manages HOD when requested and approved by the commercial Controller.
- Analyzes and implements Surcharges and Freight Costs according to the commercial needs.

Terms and condition analysis

- Support the commercial area, pricing, controlling with structural analysis and ad hoc requests referring to specific campaigns.
- Runs regular analysis to ensure brand net price positioning according to management and pricing guidelines.

Process and System enhancement

- Resolves directly with ICT system issues related to Discount management.
- Analyzes patterns and proposes system enhancements aimed to increase internal and external customer satisfaction and facilitate manual activity.
- Interacts with colleagues and identifies best practices to improve the proper area discount management.
- On a regular basis runs training and system logic sharing with the interfacing departments in order to ensure common and good understanding using commercial language understandable from the counterpart.
- Issue debit/credit notes (help on deal, volume bonuses etc....)

JOB SPECIFICATION

Impact

Provide one to three typical examples of decisions made or actions taken that have had or will have direct impact on the organization (i.e. revenue, plant productivity, unit business development goals):

- Revenue – acting directly on the net amount that is invoiced to the dealer.

Communication

List the types of individuals this position regularly communicates with, both internally and externally

- Commercial Controllers
- Commercial organization (Business Director, Area Sales Manager, Marketing Manager, Service Manager, Pricing)
- Distribution Logistics
- ICT
- CNH Capital / Trade Finance
- CNH Invoicing

Requirements (including minimum education, competences & years of experience)

- Strong analytical and logical skills.
- Supportive Personality, Results oriented, highly organizational skilled, able to work under pressure with flexible working attitude: able to meet deadlines in stressful environments - determined towards objectives.
- Customer orientated, excellent communication skills (both written and verbal) are essential, manage potential conflict with dealers and distributors

INTERNATIONAL CAREER FAIR

- Team Player: show interest and ability to change the culture of the company by working collectively with peers & others to resolve issues and communicate solutions to help promote the Brand image. Available to share any additional workload within the team
- Basic product knowledge or open attitude to learn and understand it
- Proactivity & keen interest to progress and enhance role through use of tools & technology
- Cost Leadership & Responsibility by recognizing actions have a cause & effect towards reaching company objectives
- **Profi user of Office Package. Mandatory Excel Medium/High**
- **Excellent, English** skills
- Bachelor degree in scientific area – Economics, Mathematics – Business Management, Marketing.

Travel Requirements (National/International/Expected % of time):

Only occasionally – normally one trip within EU every quarter