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# **Commercial Business Analyst - 12 months FTC**

## **Apply Now**

Company: DS Smith

Location: Machelen

Category: computer-and-mathematical

#### About DS Smith

DS Smith is a leading provider of sustainable fibre-based packaging worldwide, which is supported by recycling and papermaking operations. We play a central role in the value chain across sectors including e-commerce, fast moving consumer goods and industrials. We are committed to leading the transition to the circular economy, while delivering more circular solutions for our customers and wider society – replacing problem plastics, taking carbon out of supply chains and providing innovative recycling solutions.

About the role

As a Commercial Business Analyst, you will support the Central accounts management team with the back office work related to tenders, profitability, demand forecasting and all other business analytics.

### **Key Responsibilities**

Coordinate the monthly volume forecast process

Apply Price indexation

Support all tender activity, specifically the analysis of the tender to ensure information is available for updating the CRM, as well as coordination of the regional price submissions

Maintain the integrity of the Contracts Database and ensure metadata is up to date and accessible

Calculate monthly the likely volume forecast for the next 24 months for central accounts and

validate with the account managers.

Work with the Sales team to ensure each of their Customers have an account plan articulating

clearly and sensibly the plan of action to maximise profitability.

Store and make accessible all the relevant latest contracts for our central accounts. The

responsibility also includes the extraction of key information or data (metadata) from the

contracts to support the efficient management of the accounts (i.e. Indexation and

payment terms).

Liaise with the regions (tenders managers network) to ensure each Customer tender's

Request for Quote (RFQ) are completed fully and on time.

About You

Bachelor's degree, preferably in Finance, or equivalent experience

Analysis skills using Excel are essential, Power BI would be an advantage

Excellent communication skills

Ability to adhere to strict deadlines

Knowledge of the Corrugating/Packaging industry is preferable

**Benefits** 

Competitive salary

Discretionary bonus

25 days holiday plus bank holidays

Pension scheme, life assurance and income protection

Employee Assistance Programme

**Employee Discounts** 

Cycle to work scheme.

Location: London (Paddington) or Brussels (Diegem) - hybri

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