

Coordinator Commercial Support

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Company: Gate Gourmet

Location: Hoogstraten

Category: computer-and-mathematical

Probably at some point in your life you have traveled on a plane & ordered some food or have gone to your nearby takeout place to buy a salad for lunch. In that case, you might have seen deSter packaging and didn't even know it. A lot of people don't realize that the packaging world can be exciting, but it is more than that, especially when it comes to food. deSter is unique in its industry because we design and manufacture tableware and packaging in many different materials. Our purpose is to create sustainable food and travel experiences and we need you on this journey.

If you want to be part of a company that strives to create a better future and change how we look at eating & drinking, you are in the right place.

The Commercial Support Coordinator works closely with the different global commercial teams and is pivotal in the internal process of creating price quotations. He/she is a mediator and coordinates the interaction between our commercial teams and the different internal stakeholders during the business development process (incl. price requests, pro-active developments, price review etc.).

1. Project management – Ownership over the complete internal pricing process:

- Translate the commercial requirements into the proper process flows for specifications and pricing, and follow-up on deliverables with the relevant stakeholders throughout the project.
- Analyze the provided information and challenge this in case not matching with requirements and/or expectations.
- Align with the commercial team on pricing strategies and commercial tactics and finalize pricing proposal accordingly.

- Collect internal approvals + prepare and share final quotation with the relevant commercial teams within the provided (customer) deadline.
- Post-implementation follow-up, including cost and sales price review, price review calculations, contractual incentives follow-up (e.g., bonus agreements, growth incentives etc.).

2. Introduction process – Initiate the proper processes upon award of new business or new product launches, by collecting and sharing the necessary specifications and requirements with the related internal teams (customer service, procurement, manufacturing team etc.).

3. Process improvements – Identify ways to improve internal processes and availability of product / customer / market data, with the aim to increase effectiveness and maintain speed to market.

Requirements

- Bachelor's or master's degree (Business & Management, Communications, Finance);
- Working experience in a commercial back-office function (customer support or account management activities) and/or project management experience is considered a plus.
- Commercial and business-oriented mindset – ability to understand and support in developing commercial and operating models including pricing, supply chain & logistics activities etc.
- Good communicating skills and able to build effective working relationships with different internal departments (i.e., commercial teams, procurements, manufacturing team).
- Result-focused and action-oriented.
- Literacy in MS Office 365 applications (Excel, PowerPoint), knowledge of SAP and/or MS Dynamics is seen as a plus.
- Excellent language skills – fluent in English and Dutch/German.

We have low hierarchies and a hands-on mentality, with teamwork being of high value.

Besides that, we also offer hybrid way of working (office/remote) and a team of colleagues that have a passion & enthusiasm for what they do.

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