

# Turkey Jobs Expertini®

## Commercial Analyst

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Company: ALPLA Plastik Sanayi Ve Ticaret Ltd. Sirketi

Location: İstanbul

Category: other-general

### What you will enjoy doing

The purpose of a Commercial Analyst role is to support and enhance the business's commercial activities through in-depth analysis of financial data, market trends, and other relevant factors. Commercial analysts play a vital role in aiding organizations to make well-informed decisions, enhance their financial efficiency, and pinpoint avenues for expansion. The Commercial Analyst will report directly to the Head of Sales, EBM&IMCAP.

### Main Tasks and Responsibilities:

Conduct thorough market analysis to identify trends, opportunities, and potential risks in the plastic packaging sector.

Provide actionable insights to the sales team, supporting informed decision-making and strategic planning.

Analyze pricing structures and market dynamics to optimize product pricing strategies.

Collaborate with the sales team to develop pricing models that maximize profitability while remaining competitive in the market.

Monitor competitor activities, pricing strategies, and market positioning.

Provide regular updates and reports to the sales team, identifying areas for differentiation and competitive advantage.

Establish and monitor key performance indicators (KPIs) for the sales department.

Generate reports and dashboards to evaluate the effectiveness of sales strategies and initiatives.

Evaluate the financial implications of sales contracts, ensuring alignment with ALPLA's financial objectives.

### **What makes you great**

**ALPLA** is one of the world's leading manufacturers of innovative rigid plastic packaging. We produce packaging systems, bottles, caps, and injection molded parts of highest quality. The company founded in 1955 in Austria, we now work together with colleagues in 180 production facilities in 45 countries. ALPLA entered Turkish market in 1992 and has opened its production facilities in 5 different locations such as Gebze, Çayırova, Konya, Adana and Ankara.

Bachelor's degree in Engineering, Finance, Business, or a related field. Master's degree or relevant certifications (, CFA) is a plus,

Proven experience in financial analysis, specifically within a sales or business analysis role,

Advanced proficiency in financial modeling and data analysis tools,

Excellent knowledge in all MS Office applications,

Excellent written and verbal interpersonal skills in English&Turkish,

Strong communication skills with the ability to collaborate effectively with the sales team and present findings to diverse stakeholders,

Detail-oriented with excellent problem-solving skills and critical thinking abilities.

### **What you can expect working with us**

#### **Required Competencies:**

**Be Agile!** Ability to multitask and prioritize effectively in a fast-paced, quickly changing, and highly ambiguous environment

**Build Trust!** Maintain a high level of integrity with ability to build trusting working relationships within the organization and must maintain strict confidentiality regarding compensation, benefits and employee issues.

**Communicate Effectively!** Exhibit outstanding interpersonal and communication skills in all interactions and leverage humor, patience, and focus with appropriate audiences. Excellent verbal and written communication skills are a must.

**Focus on Customers!** Build supporting relationships with associates throughout all levels of our organization, positioning yourself as a trusted resource for all who seek you out.

**Take Ownership!** This position is an opportunity to make the process your own, take risks, and achieve results.

**Collaborate!** Tackle day-to-day tasks with a team-oriented mindset.

**Create Opportunities!** Identify new and better ways to do what we do every day - be innovative and think big!

**Engage!** As you play a critical role in the life cycle of an employee, create a welcoming and support experience for all.

**Energize & Embrace Change!** Energize and embrace change by listening, seeking, sharing, collaborating, taking risks, finding solutions, learning by doing, encouraging others, celebrating differences, and recognizing wins!

Join us to support our efforts in playing an active role in paving the way towards an efficient circular economy in the packaging industry. Sustainability and in particular the environmentally conscious use of resources drive all business activities for ALPLA.

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