

## **NRM Executive (Net Revenue Management)**

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Company: Henkel

Location: Umraniye

Category: other-general

Turkey, Ümraniye, Henkel Consumer Brands

### **NRM Executive (Net Revenue Management)**

At Henkel, you can build on a strong legacy and leading positions in both industrial and consumer businesses to reimagine and improve life every day. If you love challenging the status quo, join our community of over 50,000 pioneers around the globe. Our teams at Henkel Consumer Brands continuously drive the evolution in dynamic categories: Laundry & Home Care and Hair. With our trusted brands, including Persil and Schwarzkopf, our cutting-edge technologies and our disruptive solutions, you will have countless opportunities to explore new paths and develop your skills. Grow within our future-led businesses, our diverse and vibrant culture and find a place where you simply belong. All to leave your mark for more sustainable growth.

**Dare to make an impact?**

#### **YOUR ROLE**

Development of Net Revenue Management strategy across Sales, Marketing and Finance

Partner with Marketing & Sales to develop brand/customer growth plans based on combined Category Management & NRM learnings

Management of global & local analysis tools to provide findings to enhance growth and profitability based on data

Periodically meeting online with global NRM team to get & provide NRM learnings

Challenging and optimizing the total approach of NRM via data-driven insights (managing relational data structures with up-to-date techniques) to help drive overall sales and profit

Identify needs for new internal or external tools and partner in piloting optimized approaches

Optimizing promo strategy via tracking and analyzing sell-out data and sell-in financials

Analyzing margin pools to gather insight using the necessary tools

Optimizing sales via recommending new price positioning for brands taking profitability and net sales generation into consideration

Analyzing market data to provide recommendations for the best sizing strategy

Governing the data mapping for product and customer information

Using customer segmentation analysis periodically to designate strategies based on it.

## **YOUR SKILLS**

BSc/BA Degree in Industrial Engineering, Business Administration or in a relevant field is preferable

2-5 years of experience in Revenue Management with multi-channel experience preferably in established FMCG companies

Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels

Ability to review complex data, pulling out key insights and being open to learning new skills

Advanced user of MS Office applications, especially in Excel

Competent in problem-solving, analytical, and interpersonal skills and ability to work with a variety of people

Excellent oral and written communication skills in English with the ability to interact

effectively with all levels of management

At Henkel, we come from a broad range of backgrounds, perspectives, and life experiences. We believe the uniqueness of all our employees is the power in us. Become part of the team and bring your uniqueness to us! We look for a diverse team of individuals who possess different backgrounds, experiences, personalities and mindsets.

**JOB ID:** 24060978

**Contract & Job type:** Full Time, Regular

**Contact information for application-related questions:**

Please do not use this email address for sending your application or CV. To apply, please click on the Apply Now button below. Applications sent via e-mail will not be accepted.

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