

Turkey Jobs Expertini®

Sales Operations & Excellence Lead

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Company: Haleon

Location: Istanbul

Category: other-general

Hello. We're Haleon. A new world-leading consumer health company. Shaped by all who join us. Together, we're improving everyday health for billions of people. By growing and innovating our global portfolio of category-leading brands – including Sensodyne, Panadol, Advil, Voltaren, Theraflu, Otrivin, and Centrum – through a unique combination of deep human understanding and trusted science. What's more, we're achieving it in a company that we're in control of. In an environment that we're co-creating. And a culture that's uniquely ours. Care to join us. It isn't a question.

With category leading brands such as Sensodyne, Voltaren and Centrum, built on trusted science and human understanding, and combined with our passion, knowledge and expertise, we're uniquely placed to do this and to grow a strong, successful business.

This is an exciting time to join us and help shape the future. It's an opportunity to be part of something special.

About the role

Key responsibilities

Gatekeeper role for sales and operational planning cycle.

Enables flawless sales forecasting planning and tracking with supporting stakeholders.

Leads other functions for qualified forecasting input to help us build future strategies.

Drives Category growth assumptions, Channel mix forecast for optimal P&L.

Defines forecast Risk & Opportunities for each channels.

Leads national supervisors and merchandising team.

Gatekeeper role for development of Perfect Store KPIs.

Works with shopper marketing teams by enabling best in class POSM in store materials.

Qualifications and skills

Minimum 7-8 year proven experience as Sales, Sales/Business Planning, Revenue Maximization and other relevant role.

Team management experience is prerequisite

Commercial mindset, strong analytical skills with a data-driven approach to decision-making is a strong plus.

Capable of engaging effectively with a variety of stakeholders.

Ability to combine data, judgement and experience to make effective decisions in complex situations and when there is a lot of uncertainty or ambiguity.

Please save a copy of the job description, as this may be helpful to refer to once the advert closes.

Care to join us. Find out what life at Haleon is really like www.haleon.com/careers/

At Haleon we embrace our diverse workforce by creating an inclusive environment that celebrates our unique perspectives, generates curiosity to create unmatched understanding of each other, and promotes fair and equitable outcomes for everyone. We're striving to create a climate where we celebrate our diversity in all forms by treating each other with respect, listening to different viewpoints, supporting our communities, and creating a workplace where your authentic self belongs and thrives. We believe in an agile working culture for all our roles. If flexibility is important to you, we encourage you to explore with our hiring team what the opportunities are.

As you apply, we will ask you to share some personal information, which is entirely voluntary. We want to have an opportunity to consider a diverse pool of qualified candidates and this information will assist us in meeting that objective and in understanding how well we are doing against our inclusion and diversity ambitions. We would really appreciate it if

you could take a few moments to complete it. Rest assured, Hiring Managers do not have access to this information and we will treat your information confidentially.

Haleon is an Equal Opportunity Employer. All qualified applicants will receive equal consideration for employment without regard to race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity/expression, age, disability, genetic information, military service, covered/protected veteran status or any other federal, state or local protected class.

Please note that if you are a US Licensed Healthcare Professional or Healthcare Professional as defined by the laws of the state issuing your license, Haleon may be required to capture and report expenses Haleon incurs, on your behalf, in the event you are afforded an interview for employment. This capture of applicable transfers of value is necessary to ensure Haleon's compliance to all federal and state US Transparency requirements.

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