



Job Title **Financial & Commercial Analyst**

Report to Manager Head of Commercial & Finance

Role Purpose Works closely with HOD to do analysis, preparation, updating and monitoring of budget, forecast, sales' commercial plans, cost saving plans, cost assumptions in pricing and other financial related sensitivities.

Working Relationships All Departments

Duties and responsibilities

- Work closely with the HOD in preparation of detailed Budget and Forecasts
- Takes the lead in preparing analysis and monitoring of actual results against budget and forecasts
- Identifying trends of company's financial performance and providing recommendations for improvements
- Evaluate sales team's commercial plans to determine financial implications. Provide recommendations or better options if needed.
- Simulate financial impact of specific pricing offers and provide recommendations if needed
- Evaluate capital expenditure applications
- Understand, analyze and evaluate current processes to identify areas where we can improve and further reduce costs. Provide recommendations.
- Work closely with HOD to regularly review and update costs assumptions used in pricing systems
- Ensure accuracy of pricing system through regular system check and review
- Take the lead in preparing detailed monthly per customer and per job profitability analysis
- Recommend and create new processes to ensure more accurate measurement of costs per product, per machine, per activity and others
- To provide assistance whenever needed in creating solutions to sales team's concerns related to pricing
- Preparing other analysis and reports as deemed necessary by management

QUALIFICATION

- Holder of Bachelor's Degree in Accounting, Finance or other related fields (CPA, CMA, ACCA certifications is an advantage)
- Strong understanding of manufacturing business' processes gained through actual experience (experience in paper packaging industry is an advantage).

Key Skills

- Good analytical and strategic thinking skills
- Excellent time management and organizational ability
- Ability to multi-task and meet constant deadlines
- Knowledge of ERP systems and related technologies
- Fluent English both in written and verbal
- Practical knowledge in using Word and Excel.

For interested candidates Please send your resumes to HR@arabpack.com – with the subject line mentioning the role that you wish to apply