

Financial partner China, APAC

Send your resumes to mail-job@alex maltsev.me

Job location: Hangzhou

Responsibilities:

- Cooperation with the leaders of the Commercial function in order to achieve maximum financial efficiency of trade transactions;
- Conducting analysis of the effectiveness of commercial transactions and providing operational support to leaders to make effective management decisions;
- Training and improving the financial competencies of employees of the Commercial function;
- Organization and management of the process of forming the annual budget and long-term (3-year planning) Commercial function;
- Organization and management of the process of preparing monthly forecasts until the end of the reporting year for Income and expenses (P&L) of the Commercial function (in terms of assortment, customers, sales channels); working with leaders on risks and opportunities to achieve annual business indicators; organizing and conducting presentations of monthly budget execution forecasts;
- Organizing and conducting analysis of changes in clients' commercial conditions, preparing recommendations for their optimization, developing pricing procedures for clients;
- Maintaining current procedures to ensure continuity of the budgeting process for sales departments in the Chinese and Asia-Pacific markets;
- Support of cross-functional development projects of the Company in the area of responsibility; participation in the development and coordination of technical specifications for automation of budgeting and management financial accounting, as well as testing of the above automation systems at the stages of their implementation

Requirements:

- Higher economic/financial education;
- Knowledge of the principles and methods of commercial budgeting, financial control and management accounting;
- Proficiency in financial analysis of commercial transactions;
- Experience in assessing the effectiveness of investment projects and marketing activities;
- Fluent in English and Chinese;
- Experience with the Chinese and Asia-Pacific market is an advantage.

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