

Customer Finance Analyst

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Company: Colgate-Palmolive

Location: Panamá

Category: other-general

No Relocation Assistance Offered

159443 - Panama, Panama, Panama

Position Purpose:

Responsible for providing financial direction to the commercial team, relying on existing financial tools and information to achieve alignment and control of financial guidelines, advising the team to achieve profitability. Provide analysis and financial evaluations for future effects (What if analysis).

What you will do:

- **Analyze and monitor the concepts of the country's income statement and its impact on commercial activities.**
- **Determine, together with the Channel Team Leaders, the objectives per client of GTN, ASP, Sales and Margin and ensure that they are aligned with those established for the entire Channel and the entire country.**
- **Monthly monitor the performance of ASP, GTN and Margin by Channel and of the main clients. Communicate any deviation from the objectives previously established by the client and by brand and collaborate in the search for solutions.**
- **Evaluate promotional plans (before and after implementation), their impact on GTN and margin at the Client level and verify that they are aligned with the brand strategy. Recommend changes or adjustments when necessary.**
- **Train and coach the sales team in financial concepts and product hierarchy in**

order to maintain consistency in charges per account and improve ability to manage and analyze spending.

- Recommend price increases based on the analysis of margin by brand and cost increases.
- Responsible for CBP Essentials, (ROI and baseline) and the development of the promotional grid for ROI analysis.
- Together with the CDT's Customer Development Team, prepare action plans and recommendations for promotional activities based on the results obtained from the ROI tool. Implement the ROI mentality in the team through continuous advice on daily tasks.
- Develop, communicate and monitor financial KPIs. (ASP/ GTN/ Margin by client and category).
- Analyze and recommend methods to improve the effectiveness of the NWG and ensure data integrity and proper cost accounting.
- Performs other duties as assigned
- Complies with all policies and standards

Required Qualifications:

- Bachelor's Degree in Business Administration, Public Accounting, Auditing, Engineering or related fields
- At least 4 years of experience in the Finance area with orientation towards the commercial area
- Intermediate Advanced English level
- Excel proficiency
- Office, Windows and/or Google Sheets
- SAP, BW and BI Management (Desirable)

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Cross References and Citations:

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