

JOB POSTING

Business Process Analyst

1 position

Location : Sirinrat Building, Rama 4, Bangkok

Report to : Head of Sales Planning and Operation

Job Description

- Lead the development and deployment of defined sales & sales support processes and control procedures on best-practice level.
- Establish and champion uniform process definition and process documentation standards across all national Sales & KAM functions.
- Responsible for the deployment and management of a full suite of tools which enable measurement and improvement of sales productivity across the country sales teams. These include but not limited to systems / process standardization, performance standards and KPI's and profitability monitoring.
- Prepare and administer sales performance reports. Analyze revenue, profitability and customer activity trends.
- Recommend, develop and maintain sales data bases, computer software systems and manual filing systems.
- Support management with sales budgeting and planning process. Recommend appropriate budget levels based on data analysis and forecasting/simulation results.
- Work closely with IT, Finance, Product Management and external suppliers on deploying IT-enabled process and performance management solutions for sales organization.
- Provide Sales Policy orientation for new staff in cooperation with functional leads.
- Number/share of process improvement projects implemented on time and on-budget
- Degree of performance reporting automation

Qualification

- A successful track record of 2-4 years working experience in sales operations/process
- Bachelor degree in Engineering, Transportation Management, Operations Research, Business Administration or any other relevant discipline.
- Prior working experience within the contract logistics industry or sales management solutions consultancy is preferred.
- Professional expertise in performance & KPI management, budgeting process and policy development and documentation. Ability to analyze financial and customer data and prepare reports and projections.

- Strong analytical, quantitative and statistical skills. Capability to use modeling & simulation techniques and process-improvement tools for finding optimal org structure, headcount, and resource allocation.
- Resourceful and creative team player with good interpersonal skills. Strong change management skills, envisioning and overcoming obstacles while ensuring benefits are realized.
- Native Thai speaker. Fluency in English (verbal and written).

Schenker offers a wide range of career opportunities within our organization, in Thailand or abroad. The salary and bonus programs are attractive and all other benefits (medical insurance, provident fund etc) usually offered by international companies are available here too. All salaries are paid 13 times and a results related bonus of up to 2 months salary is paid in addition each year.

If you are interested in joining a successful and professional team, please send your CV and photo to the e-mail address below. **Please enter as 'subject' the position you are applying for.**

"We will consider English language resumes only"

HUMAN RESOURCES DEPARTMENT

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