

# Sales Operations Coordinator

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## Job Summary

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Vacancy :

Deadline : Jan 01, 1970

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Employment Status : Full Time

Experience : 3 - <5 Years

Salary : \$10000

Gender : Male

Career Level :

Qualification :

## Job Description

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### What you'll be doing

- Analyzing quantitative information and visualizing into business analytics reports (SAP, Every Angle, Qlikview, Excel)
- Identifying operational weaknesses in existing reporting process and assisting towards improvement and innovation
- Helping identifying and reviewing KPI with the Sales Team to conduct root cause analysis and identify possible countermeasures as key drivers for Sales
- Managing the sales allocation process from dealer to HCME
- Reviewing order fulfilment ratio and translating into Key value drivers for Sales
- Identifying IT sources (SAP, Every Angle, Qlikview, Excel) to help enhancing reporting and processes
- Keeping a good communication with dealers

### What you'll need to succeed

- Proven work experience in Sales Operations or in a similar role
- Being able to communicate with, present to and influence internal as well as external key stakeholders at all levels of the organization
- Experience with MS Office and its programs (experience in SAP, every angle, clickview are a plus)
- Strong skills in analysing data and report insights
- Excellent listening, analytical and presentation skills
- Strong verbal and written communication skills in English and preferably in a second or third language
- MBO/HBO-Sales Operations / Supply chain / Logistics

### Your new company

Hitachi Construction Machinery is one of the world leading manufacturers of construction and mining equipment with a strong focus on a consistent development to provide customers with the technology, products and services that generate new value. Its employees represent a group of trusted experts while keeping continued focus on innovation and growth. Are you an independent and data-driven achiever focused on the performance that is looking to join our new multi-cultural, collaborative and an innovative team? If so, then we are looking for you!

### What you need to know

If you're interested, click "Apply" and submit your application with an updated CV. If you know anyone that might be interested, please share this job opportunity further! [Apply](#)

### Education & Experience

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Strong understanding of Java 8, Microservices, Spring-boot, API Development and AWS Proficient in Core Java / J2EE technologies & Spring framework Experience in Pair programming

## Must Have

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- Ability to work independently, with minimal supervision and guidance
- Experience using Docker to package and deploy web applications
- Experience with cloud-based web services and database systems (e.g. AWS, Google Cloud, Microsoft Azure)
- Familiarity with server-side programming (e.g. Node.js, Python)
- Experience customizing Content Management Systems
- Experience working in an agile environment
- Background in user experience and/or design
- Involvement in open source projects

## Educational Requirements

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## Compensation & Other Benefits

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As per company policy