

Market Intelligence and Sales Support Manager

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Company: Goodyear

Location: Thailand

Category: other-general

Location: TH - Pathum Thani

Goodyear Talent Acquisition Representative: Katrena Calimag

Sponsorship Available: No

Relocation Assistance Available: No

Primary Purpose of the Position:

Analyze market information to provide up-to-day and sufficient industry data for driving scientific planning and business development.

Process price application accurately, ensure timely price setup and analysis/document market price effectively.

Bridge the connection between sales and other functions to ensure customer setup in compliance with GY regulation, and support smooth and efficient internal sales operation.

Job Responsibilities:

Provide industry intelligence and data analysis to sales and supply chain team and management for customer development, demand forecast, pastdue watchout and strategic planning in regular time base. Intelligence including AP commercial operator actual flight cycles (from global vendor, validated by CPAL customer feedback, monthly distribution), Airlines and OEM news (weekly clipping), AP key airports flight number tracking (Biweekly tracking) AP Fleet by customer update (half year base). 5) continuously develop new data source

Conduct pricing analysis and prepare price application. Detail responsibilities include Consolidate pricing request from sales manager, validate information and fill in application template with accurate product code, description, price program, cost... benchmark proposed price among AP customers, and historical price, and AP3 guideline before submitting the application for FP&A review and for GM approval. Documenting approved price application and coordinate with GBS to complete the price setup in system. Monthly tracking of actual price in system and update price plan for future months. Consolidate and documenting historical bidding price on key aircraft type and key customers including competitor price information for future sales reference.

Cross function sales support. Key responsibilities include

Support legal to conduct the securimate check before establishing new customer/renew contract with customer,

Documenting all the signed contract and watch out the contract expiry,

Coordinate compliance training and facilitate weekly legal discussion between sales manager and legal regarding to customers,

Prepare the documents for customer master data creation/revision, follow up on approval and completion in system with relevant fuctions, 5) follow up sales rep commission payout with sales managers and GBS team, validate the commission amount, proceed appropriate approval

Other sales support duties: manage sales call

merchandising selection/purchase/distribution. Responsibility for annual team meeting preparation and activitiies, event and document preparation, other ad hoc support between sales and other functions.

Job Qualifications:

University Degree required in quantiative discipline and in Business, Finance, or statistical analysis or equivalent

5 years+ of Marketing intelliegence, Marketing, Sales operation, Supply Chain planning experience or other related discipline. Cross-function/cross-culture experience is an advantage

Strong analistical skill, excellent Microsoft Office skills in Excel and Powerpoint.

Excellent English communication skills in both verbal & written.

Very good marketing and finance knowledge are preferred.

Goodyear is an Equal Employment Opportunity and Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to that individual's race, color, religion or creed, national origin or ancestry, sex (including pregnancy), sexual orientation, gender identity, age, physical or mental disability, ethnicity, citizenship, or any other characteristic protected by law.

Goodyear is one of the world's largest tire companies. It employs about 74,000 people and manufactures its products in 57 facilities in 23 countries around the world. Its two Innovation Centers in Akron, Ohio and Colmar-Berg, Luxembourg strive to develop state-of-the-art products and services that set the technology and performance standard for the industry. For more information about Goodyear and its products, go to

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