

Sales Controller (m/f/d)

More than numbers. Your impact on our business success.

YOUR MISSION

You provide transparent sales reporting and reliable revenue and profit planning, creating a solid basis for informed management decisions. You continuously improve forecast accuracy, identify risks at an early stage, and derive concrete actions. As a Business Partner for Sales and Marketing, you actively contribute to achieving business targets while continuously enhancing sales performance management, reporting, and controlling processes.

YOUR RESPONSIBILITIES

- You prepare and coordinate budgets and forecasts for Sales and Marketing
- As part of the monthly reporting process, you review and comment on plan-versus-actual variances
- You monitor revenue, sales volumes, margins, sales costs, and profitability, identifying relevant trends and developments
- You reliably monitor and assess sales deductions, discounts, bonuses, and other revenue reductions

YOUR EXPERIENCES

- You have several years of professional experience in Controlling, ideally in Sales Controlling
- Your experience has given you sound knowledge of budgeting, forecasting, and reporting, as well as analyzing revenue, margins, and profitability
- You are confident working with Excel and BI tools, preferably Power BI

- Through ad-hoc analyses and well-founded decision-making materials, you support management and continuously enhance sales KPIs and controlling processes

WHY CHERRY SHOULD BE YOUR CHOICE

WHAT IS CHERRY DOING?

We are an international manufacturer of keyboards and mice for the gaming & e-sports, office, healthcare and industrial sectors. In addition, CHERRY produces high-end switches for mechanical keyboards in Germany and China. Since its foundation in 1953, CHERRY has stood for innovative and high-quality products that are specially developed for different customer needs.

YOUR BENEFITS

- As a Business Partner for Sales and Marketing, you have the opportunity to actively shape the business and make a direct impact through your work
- Working closely with management, you identify risks and opportunities early on and provide valuable input for key decisions
- A broad range of responsibilities gives you significant ownership and scope to shape budgeting, forecasting, reporting, and sales analysis in an international environment
- You also benefit from collective bargaining coverage, flexible working hours, mobile working options, and many other benefits that we will be happy to discuss with you in a personal conversation

FRAMEWORK CONDITIONS

- **Company:** Cherry SE
- **Place of work:** Auerbach i. d. OPf.
- **Working hours:** Full-time
- **Line manager:** Head of Controlling & Treasury

APPLY NOW

DO YOU HAVE ANY QUESTIONS?

We are available for you at +49 9643 20 61 - 533 or by e-mail at martin.fiedler@cherry.de.

Cherry SE

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