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# Example of Sales Controller Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of sales controller. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales controller

* Support strategy development and execution within the business functions
* Business Partner for Sales and Construction, supporting as finance specialist the bid and offering processes, engagement to optimize the proposals to customer
* Interact with financial institutions to process the need of financial instruments in the execution of contract
* Responsible for checking the pre-calculation accuracy in Margins and Cash flows
* Ensure support on the internal and external Audits
* Quality Internal- and Management Reporting (including on time and accurate monthly reporting)
* Act as a gatekeeper of risk in relation to any business opportunity
* Continuously drive a cost-conscious culture within the teams
* Analyze financial but also technical and commercial data using pre- and post-calculation, trending, earned value and estimation methods to forecast revenue and costs estimates, and evaluate reasonableness for the former
* Make recommendations on improvements with regards to financial and operational KPIs and PPIs

## Qualifications for sales controller

* Develop and coordinate proper analysis and variance reporting for senior management in VWoA and VW AG
* Coordinate the accuracy of the Cost Center structure and the correct application of the Charts of Accounts with Finance
* Support monthly forecast and actual loading into Essbase cubes (Margin and Incentives)
* Support Structural Cost Controller in proper planning and forecasting of administrative costs
* Business Case Evaluation for new projects
* Lead planning of operational expenses for the annual business plan and budget