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# Example of Sales Finance Job Description

Our company is hiring for a sales finance. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for sales finance

* Support the Core Account and Grocery Distributor Finance and Sales Teams to deliver against AOP financials including Net Revenue and Profit Targets
* Further develop the customer strategy with supporting retail calendars, compliance measures, and trade rates
* Support business result analyses to Sales and other leadership on a periodic basis
* Lead all periodic business requirements, including period reporting, forecast analysis and deck preparation
* Lead revenue forecasting, planning and tracking of product promotions and customer contracts
* Lead strategic plan and AOP development, including deck preparation and communication
* Help drive IFR requests through Pricing Council
* Lead all Quarterly Liability analysis, communication and fund decisions
* Collaborate with Sales to develop better trade efficiencies and increase net revenue
* Perform ad-hoc projects and analysis as requested

## Qualifications for sales finance

* Four year degree (B.A., B.S.) at an accredited college or university in Business, Accounting or Finance
* At least 1 year of experience in the finance area of Multinational Companies
* Analytical and synthesis capabilities and numerical skills
* Ability to communicate at different levels of the organization
* Bachelor Degree in Business or related area
* 4+ years in sales compensation, accounting or finance with a focus on sales incentive pay and processes