



Example of Sales Controller Job Description

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Our innovative and growing company is hiring for a 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

- Partner with customer finance organization to facilitate discussions on order to cash payments cycle and provide financial guidance in customer negotiations
- Brand ambassador to the finance community from the sales team to ensure transparency and alignment & proactive collaboration
- Leverage on customer contribution statement as a management tool
- Accountable for implementation of credit policy as per company guidelines
- Ad-hoc projects/requests
- Forecast, monitor, and analyze trade spend ensure alignment with forecasted objectives
- Control & Provide timely and accurate accrual vs
- Leading and helping direct reports and also other members of the team to make it feel as "one team" with "one goal"
- To know ethical and legal compliances of his/her position
- Coordinate with IT to resolve upstream & downstream data issues

Qualifications for sales controller

- Work closely with sales and marketing teams to relay critical information, including cost efficiency
- Advanced proficiency working with computers (Excel & Power Point must)
- Review and approval of funding requests
- Monthly management meetings with VW Brand managers and budget

- Develop monthly forecasts for operational expenses to be included in the monthly income statement forecast
- Ensure the accuracy of month end closing for operational costs