

# Revenue Growth Manager - CEE Cluster

Do you have experience in Revenue Management and want to move to an international level of management? Do you enjoy working with data and are you able to interpret it for business? Are you looking for a complex role connecting the business across other teams?

## What will your job be?

- Responsibility for setting up and managing the entire revenue raising process across the CEE cluster markets,
- pricing - strategy, preparation, implementation and monitoring
- Active Mix Management - recommendation and management of assortment and channels
- Promotion Management - effective management of promotional activities
- Trade Investment Management - customer segmentation for investing in the right channel
- cooperation with key stakeholders of individual markets,
- improving RGM processes across markets and teams.

## What do we look for in the ideal candidate?

- Managerial experience in a similar position (Revenue management, Commercial management, pricing, business insight, etc.) ideally from the environment of an international FMCG company,
- the ability to communicate without problems in English,
- proactivity and initiative, interest in innovation,
- analytical and strategic thinking,
- "Hands On" approach to work.

## What we offer?

- An independent and responsible position at the international level,
- a successful portfolio of strong brands,
- super financial evaluation and great benefits (e.g. company car),
- 6 weeks off, modern offices in Prague 5, but also the option of HomeOffice,
- the opportunity for foreign work trips in the range of approx. 10% of the time,
- cooperation with colleagues from abroad and daily communication in English.

Are you interested in this opportunity? Do you want to learn more? Feel free to contact us on [pracujunas@cz.imptob.com](mailto:pracujunas@cz.imptob.com)!