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POSITION: SALES FORECAST & INSIGHTS ANALYSIS EXECUTIVE

DEPARTMENT: SALES

LOCATION: VIENTIANE HEAD OFFICE

KEY RESPONSIBILITIES

- Prepare the daily sale report and relevant reports for all related departments.
- Prepare a weekly PepsiCo sale report.
- Analyze sales volume performance and prepare a monthly presentation.
- Schedule monthly demand meetings and coordinate with Sales, Channels, and marketing to forecast demand volume for the next 18 months.
- Monitor the volume of promotional activities.
- Support sales data for all related departments.
- Support the Sale Director and Value Management Manager to forecast sale volume for each budget period.
- Assist the Value Management Manager in providing assessments for commercial reviews, management reviews, budgets, etc.
- Other tasks are assigned by the Value Management Manager.

QUALIFICATION REQUIRED

- Minimum of 2 years of cross-functional experience (in Finance, Sales, and IT)
- Good analytical skills and the ability to organize complex business matters.
- Ability to manage multiple complexities.
- Proactive, independent, and highly initiative-driven
- Detail-oriented and methodical.
- Ability to work in a team environment effectively.
- Proficient in Microsoft Office and Power BI (advanced Excel skills are required)
- Proficient both orally and in writing in English and Laos.

HOW TO APPLY

Submit your updated CV and cover letter (in English) to recruitment@beerlao.la before the application closing date on **15 March 2024** Tel: 020 56556272.

Noted: Only shortlisted candidates will be contacted for interview

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