



VACANCY

Commercial Controller

Requirements

- Over 4 years of experience
- In commercial controlling
- Within FMCG or retail
- Analytical
- Hands-on

Utrecht **Minimum of 4 years experience**



Partner in Pet Food is leader of the pack when it comes to the European production of pet food. Thanks to a high-quality product portfolio and excellent customer service the company realizes year on year double digit growth. The organization is expanding, to manage the commercial growth there's a need for a strategic and hands-on Commercial Controller who can streamline the day to day and build financial systems and processes for the future.





ABOUT THE COMPANY

Partner in Pet Food

Partner in Pet Food (PPF) is an innovative and leading European pet food producer with more than 600 customers in 40 markets. PPF is active in major food chains such as supermarkets, pet shops and veterinarians. PPF is the second largest producer of private label pet food in Europe and offers a high-quality portfolio including dry food, cans, pouches, semi-moist food and snacks. In addition, PPF's A-Brands such as Bozita, PreVital and Shelma are growing fast and this growth is constantly increasing. PPF is currently owned by PE firm Cinven which enables fast growth.

The company is headquartered in Hungary and has approximately 4,000 employees in 10 different countries: the Netherlands, Hungary, Czech Republic, Slovakia, Poland, Romania, Sweden, Germany, Italy and France. With 14 factories across Europe, PPF is the only one on the market with an integrated pan-European production network. In the modern office in the Netherlands, which is located in Utrecht, work around 35 highly engaged professionals in a flexible context. Most of them have their professional background in top FMCG companies.





The organization is expected to realize around 1 billion in revenue next year and is expanding rapidly. Pivotal to the success has been the focus on customer service, the attention to detail, high customer service standards and the ability to react to market trends. PPF has built relationships with Europe's top supermarkets, in both Western and Central Europe and is increasingly becoming the preferred choice to meet retailers' needs for the most popular products. But also well-known brands allow PPF to produce the products on their behalves.





VACANCY

Commercial Controller

The Commercial Controller reports to the Finance Director and will have a focus both on operational tasks as well as longer term strategic projects. The Finance organization is a matrix organization, and the Commercial Controller will be interfacing mainly with the regional commercial teams, the General Manager and the Finance Director.

On an operational level this means helping account managers with price calculations, P&L management and lead the commercial performance reporting on category, channel, customer margins and profitability.

Building a comprehensive business intelligence structure is another task in the hands of the Commercial Controller. Ensuring reliable data entry, making sure data sources are well integrated and the right data sets are made available, will all enhance better insights into financial KPI's and correct reporting of performance data.

On a more strategic level, the Commercial Controller is expected to be a valuable sparring partner on topics such as strategic revenue management, cash management and forward-looking financial performance metrics. Also, the Group's pricing and mix strategy is something the Commercial Controller is involved in having a direct impact on the financial results.



This role has an international scope with high visibility and impact. It's expected that the Commercial Controller is data savvy, has a sharp analytical mind and possesses strong communication skills. By delivering reliable results and building trust, the Commercial Controller will become a dependable advisor and sparring partner within the organization.

The PPF company culture is characterized by flexibility, cost efficiency, quick problem solving, and high performance.■



Interested? Partner in Pet Food has appointed Top of Minds to fill this vacancy. To express your interest, please contact Dox Wijers at dox.wijers@topofminds.com.



“The Commercial Controller will be an important sparring partner for the commercial and finance teams and will make important contributions to our future profitability. Our organizational structure is flat and decision making is fast, so being both analytical and pragmatic is essential in this role”

Eric Arnoldussen, General Manager