



## Commercial Trading Manager (m/w/d) am Frankfurter Flughafen

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### **Job purpose:**

Drive profitable growth through development and optimisation of category strategies across all SSP brands, planning and forecasting of all commercial activities, and measurement of performance against targets.

### **Key responsibilities:**

- Lead development of commercial strategies to achieve SSP financial and business objectives.
- Own delivery of pricing plan for all SSP brands, monitor impact of pricing on business performance and make pricing recommendations to ensure yield budget achieved.
- Lead design and execution of analysis for strategic projects such as price and range optimisation, cost of sale reduction, category management.
- Support development and management of sales and profit forecast across all brands and provide with in-depth analysis to help understand key drivers of performance on a weekly basis.
- Support development of commercial team analytical capability through design and deployment of new tool and template.

### **Key tasks:**

- Develop the frameworks and insights that translate SSP overall business strategy into commercial initiatives and pricing actions.
- Support day to day management of DACH commercial plan delivery by providing visibility on commercial activities expected and measured impact on P&L.
- Develop ad'hoc analysis to diagnose brand / category performance and identify new opportunities to improve sales and margin.
- Design and measure pricing and commercial trials by applying controlled experiment techniques, market research and 'ad hoc' analysis.

### **Key requirements:**

- Proficient in strategy consulting or a strategic, finance or commercial role in retail, FMCG or a related industry.
- Proven expertise in use of pricing or ranging analytics, modelling and forecasting techniques to deliver commercial results.
- Must be able to drive decision-making through analysis and based on evidence, rather than intuition.
- Experience of drawing out business insights from analysis and presenting findings and recommendations persuasively.
- Capacity to develop innovative ideas to drive top and bottom line, testing, learning and refining and then operationalizing them.
- Excellent competence in managing and influencing senior stakeholders.
- Ability to work at pace and effectively prioritise competing demands on time.

#### **Benefits:**

- A dynamic and successful work environment awaits you in an internationally expanding company of the gastronomy industry. Our Support Center at Frankfurt Airport can easily be reached by public transport as well as by car.
- Receive up to 50% discount in our sales outlets nationwide.
- We offer you the opportunity to participate in our employee shares program.
- You benefit from employee offers from over 600 well-known companies such as adidas, C&A, Thalia and Rossmann.
- In addition, we offer you in-depth training, flexible working hours and free beverages and fruits, as well as Sodexo vouchers for your refreshments during breaks.
- Diversity and team spirit are a top priority in our team.
- 30 days of holiday is contractually assured.

SSP Deutschland GmbH

SSP Germany betreibt als Teil eines internationalen Unternehmens deutschlandweit an Bahnhöfen, Flughäfen und Raststätten Verkaufsstellen bekannter Marken: Burger King, Pizza Hut, Currywurst Express, Caffè Ritazza, Starbucks, Gosch Sylt, Kamps und viele mehr.



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## Additional information

Location	<b>Frankfurt</b>
Position type	<b>Full-time employee</b>
Start of work	<b>As of now</b>

## Responsible

Ramona Gevorgyan