HYUNDAI

# HD Construction Equipment Hyundai Europe – Sales Management Analyst

We are seeking a motivated and detail-oriented **Sales Management Analyst** to join our Sales Management Team. In this role, you will analyse sales performance, collaborate with IT and regional stakeholders, and ensure accurate, consistent reporting across the organization. This position offers a unique opportunity to build expertise in data-driven sales strategy within an international environment.

**What can you expect from this challenging job?**

1. **Sales Performance Analysis**

- Analyse sales performance by region and by partner.
- Update existing reports on a regular basis using SAP data, Excel, Power BI, and email reporting.
- Coordinate with stakeholders in Europe.

2. **Sales-Related Data Management**

- Maintain and update sales-related datasets (Retail, Wholesale, Inventory, Backlog, Orders, Market & Market Share) within internal systems.
- Collaborate with the IT team when updates or adjustments are required (e.g., Power BI improvements).

3. **Reporting Development**

- Initiate and communicate new or updated reporting requirements to the IT team.
- Support the enhancement of Power BI dashboards, SAP functionalities, and additional reporting tools.

4. **Reporting to Regional Leadership**

- Prepare and deliver sales reports for regional heads across wholesale and retail channels.
- Identify challenging data patterns and provide relevant insights to facilitate decision-making.

**Are you the new colleague we are looking for?**

**Must-Have Qualifications**

- General knowledge of sales and marketing principles.
- Experience in strategy or planning roles (broader than Central Europe is preferred).
- Strong analytical mindset, with the ability to interpret complex data.

**Nice-to-Have Experience**

- Experience in the manufacturing industry.
- Understanding of dealer-based distribution models (B2B), ideally in the automotive sector.

**Languages**

- **English:** Mandatory
- Additional languages are a plus.

**Technical Skills**

- Strong proficiency in **MS Office**, especially **Excel** and **PowerPoint**.
- Familiarity with **Power BI** and **SAP** is a strong advantage.

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