

## Country Finance Business Partner (FMCG)

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Company: Monroe Consulting Group

Location: Indonesia

Category: other-general

Executive Recruitment Company Monroe Consulting Group is representing a global FMCG (Fast-Moving Consumer Goods) company seeking a Country Finance Business Partner to be based in Jakarta. You'll play a crucial role in financial strategy development and revenue management initiatives to ensure sustainable growth and profitability across the company's operations.

### **Job Responsibilities:**

Finance Business Partnering

Collaborate with business units to develop and execute financial plans, including annual budgets, forecasts, and strategic initiatives.

Provide insightful analysis and actionable recommendations to optimize financial performance, improve cost efficiency, and drive revenue growth

Act as a trusted advisor to senior management, offering guidance on financial implications of business strategies and investment decisions.

Conduct variance analysis and performance tracking against key financial metrics, identifying areas for improvement and opportunities for growth

Foster a culture of financial accountability and transparency across the organization, ensuring alignment with corporate objectives and compliance with financial policies.

Strategic Revenue Management

Lead strategic revenue management initiatives to maximize return on investment (ROI) and drive sustainable revenue growth.

Implement pricing strategies, promotional plans, and trade spend optimization tactics to enhance profitability and market competitiveness.

Monitor and analyze market trends, consumer behavior, and competitor activities to identify opportunities and mitigate risks.

Develop and maintain robust financial models for revenue forecasting, scenario planning, and sensitivity analysis.

Partner with Sales and Marketing teams to evaluate customer profitability, manage customer agreements, and optimize trade terms to improve margins.

Implement cost control measures, overhead optimization strategies, and working capital management techniques to enhance financial performance.

### **Job Qualifications**

Bachelor's degree in Finance, Accounting, Business Administration, or related field. MBA or CPA/CA qualification preferred.

Minimum of 8 years of progressive experience in finance business partnering, FP&A, or strategic revenue management roles within the FMCG industry.

Strong understanding of financial principles, budgeting processes, and forecasting methodologies.

Proven track record of business partnering, stakeholder management, and cross-functional collaboration.

Experience in strategic revenue management, pricing analytics, and trade spend optimization.

Advanced proficiency in financial modeling and data analysis tools

Excellent communication skills, with the ability to translate complex financial concepts into clear and actionable insights.

Analytical mindset, strategic thinking abilities, and a proactive approach to problem-solving.

High level of integrity, professionalism, and commitment to excellence.

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