

StepUp Consulting – A Dynamic Marketing & Sales Consultancy team.

StepUp Consulting is a dynamic and fast growing consultancy company, founded in 2010. As consultants we focus on supporting our clients to measure performance and improve their marketing and sales strategies to create growth.

We are active in Revenue Management consultancy:

- /// ROI modelling of the marketing mix (promo and media investments)
- /// Retailer Margin measurement
- /// Sales tracking / Baseline tracking
- /// Price elasticity / Pack price architecture

We operate from our offices in Leuven, but are active in several countries across Europe. To support our continuous growth we are hiring **Consultants**.

The JOB – Revenue Management Consultant

As Revenue Management Consultant you manage your own client portfolio, supported by one of the Managing Partners.

You will service our clients on a regular basis during several contact moments throughout the year. In client workshops you will present & discuss your analysis and concrete recommendations to optimize efficiency and effectiveness of promotions or media campaigns. You will work closely with and coach a Business Analyst in the analysis and preparation phase of our projects.

Your tasks will consist of:

- /// Working together and coaching a Business Analyst(s),
- /// Conduct advanced analysis on complex data sets, deriving the most important insights from the data by looking at them from different angles and with the necessary analytical creativity
- /// From your analysis you will build actionable recommendations which will be shared by means of powerpoint presentations during workshops with our clients
- /// You will manage the relationship with national and international clients, being the main contact person, to make sure the client is well served at any moment
- /// You will prospect potential new clients from your own network and the StepUp Consulting network

The PROFILE – Analytical expert with business experience/business sense

The StepUp Consulting services are based on pragmatic, fact based and concrete recommendations to increase efficiency and effectiveness of marketing mix elements (promo & media). These recommendations are built on the analysis of a large set of client internal data and external data (Nielsen/IRI).

Therefore we look for a candidate with following skills/competences:

Overall:

- Is in possession of a university degree or equal by experience
- Is able to work independently and can motivate a team

Analytical skills:

- Is experienced (5-10 years) in advanced analytics on complex data sets,
- Has in depth knowledge on excel,
- Experience with Nielsen/IRI data treatment and analysis is a plus

Commercial / Business skills:

- Has good business sense and commercial flair to manage client relationships and prospect for new business,
- Is a team player, able to inspire, train and coach a team of Business Analysts,
- Is able to translate an analysis into an inspirational PowerPoint 'storyline',
- Has excellent presentation skills and is a real storyteller,
- Is hands on, pragmatic and a problem solver,
- Has good project management skills and has a strong sense of ownership,
- Must be fluent in English (speaking and writing), Dutch and/or French are a plus,
- Experience in FMCG environment with key account management, trade marketing or promo management is a strong plus.

The OFFER – an attractive package

StepUp Consulting can offer you the possibility to be part of a young, dynamic and growing team which offers you future growth opportunities.

The Consultant has exciting and diverse job content: from deep diving in analysis, to building strong recommendations, coaching a team and managing a client. You will be working in a flexible and continuously evolving organisation with the spirit of a medium size company but operating in an environment of triple A world class companies.

We can offer you a competitive salary, added with a broad range of extra benefits.

You will be active in a professional environment, in a fast growing team, where hard work goes hand in hand with good laughs.



Job Opening - Revenue Management Consultant

INTERESTED? – Contact us:

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You can also check us out at www.stepupconsulting.eu

Looking forward to meet you!