



Head of Sales & Margin Controlling

Ref. HAMC_CH_2412

Location: Steinhausen (Zug), Switzerland



Overview

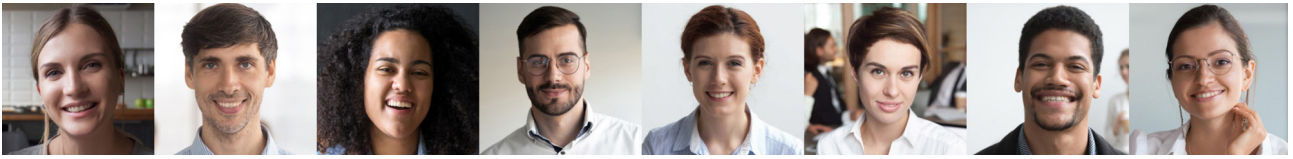
Carlo Gavazzi is a recognized global leader specializing in the design, manufacturing, and marketing of products and networked solutions for the Industrial Automation and Building Automation industries. It includes multiple technologies for connected Sensors, Relays and Electrical Metering.

Our company is quoted on SIX with worldwide operation, with our headquarter based in Steinhausen, Zug.

Reporting directly to the Group CFO, the **Head of Sales & Margin Controlling** will be responsible for **analysing revenue streams, monitoring margins, and ensuring that financial targets are met across all regions, Europe, Americas and Asia Pacific (APA).**

The key activities and responsibilities of the role are:

- Analyze sales data to monitor performance and identify trends.
- Ensure optimal sales margins by analyzing cost structures and pricing strategies.
- Monitor and control sales operation costs to maximize profitability.
- Provide financial insights and support for strategic decision-making to the management and sales team.
- Establish, develop, and implement processes for efficient financial planning and decision-support tools for senior management across Europe, Americas, and APA.
- Lead budgeting and forecasting processes with the NSC's (National Sales Companies), aligning with business objectives.
- Participate in strategic planning and decision-making processes to support profitable sales activity.
- Develop and implement reports and analysis to support the sales managers in their activities
- Guide and support regional controllers and act as a sparring partner to the NSC managers
- Ensure adequate internal controls are established and maintained across all regions.
- Foster a team environment in the global finance function and ensure cross collaboration.
- Ensure compliance with financial regulations and company policies.
- Drive continuous improvement initiatives to enhance financial processes, reporting accuracy, and operational efficiency in alignment with the Corporate Finance department
- Stay updated with industry trends and best practices to improve financial performance across all regions.



Qualifications and experience

- Bachelor's degree in Finance, Accounting, Business Administration, or a related field. A Master's degree or professional certification (e.g., CPA, CMA) is a plus.
- Minimum 10 years varied accounting experience, including financial reporting, cost accounting, internal controls and procedures, and/or project management.
- Proficiency in financial modeling and forecasting.
- Understanding of the industrial automation market and its financial dynamics.
- Strong understanding of cost accounting principles, budgeting, forecasting, and financial analysis.
- Proficiency in financial software (e.g., Power BI, IFS, SAP, Oracle, MS Dynamics) and advanced Excel skills.
- Familiarity with ERP systems and financial reporting tools. IFS is a strong advantage
- Ability to think strategically and provide actionable insights to drive business growth.
- Flexibility to adapt to changing business needs and priorities.
- Excellent analytical, problem-solving, and decision-making skills.
- Strong communication and interpersonal skills, with the ability to work effectively across all levels of the organization.
- Fluent in local language and English, both verbal and written. Other languages considered an advantage
- Ability to establish and maintain positive, professional, internal and external work relationships with all stakeholders & interest groups
- A sense of urgency and a passion for improving the delivery of services with a commitment to continuous improvement
- Be accountable and maintaining high standards of performance, while striving to improve operations.

What's in it for you?

- We offer you entrepreneurship and trust: the opportunity to take responsibility and be accountable.
- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on marketing and selling truly unique products. There is nothing more thrilling than seeing our work out there on the market.

Interested in finding out more?

Does this versatile challenge appeal to you? Then we look forward to getting to know you!
Please send your CV to GlobalTalent@carlogavazzi.ch, indicating the role you are interested in.

Browse our website (www.gavazziautomation.com) or visit our [LinkedIn page](#)

The **Data Controller** is Carlo Gavazzi AG with registered office in Sumpfstrasse 3, 6312 Steinhausen, Switzerland - info@carlogavazzi.ch