



Position name	Commercial Support Coordinator
Location + full-time/part-time	Hoogstraten (BE) or Neu-Isenburg (DE) Full-time employment // Hybrid working model (office + home office)
Company description	<p><i>Are you ready to join an international company that is focused on creating sustainable products for foodservice and airline industries?</i></p> <p>Probably at some point in your life you traveled on the plane & ordered some food or went to your nearby takeout place to buy a salad for lunch. In this case, you might have seen deSter products and didn't even know it. A lot of people don't realize that packaging world can be exciting, but it is more than that, especially when it comes to food. deSter is unique in its industry because we design and manufacture packaging as well as some additional complimentary products such as amenity kits, airplane trolleys & condiment packs. Our purpose is to create sustainable food and travel experiences and we need you on this journey.</p> <p>If you want to be a part of a company that strives to create a better future and change how we look at food packaging, you are in the right place.</p>
Job description	The Commercial Support Coordinator works closely with the different global commercial teams and is pivotal in the internal process of creating price quotations. He/she is a mediator and coordinates the interaction between our commercial teams and the different internal stakeholders during the business development process (incl. price requests, pro-active developments, price review etc.).
Main responsibilities	<ol style="list-style-type: none"> 1. Project management – Ownership over the complete internal pricing process: <ul style="list-style-type: none"> • Translate the commercial requirements into the proper process flows for specifications and pricing, and follow-up on deliverables with the relevant stakeholders throughout the project. • Analyze the provided information and challenge this in case not matching with requirements and/or expectations. • Align with the commercial team on pricing strategies and commercial tactics and finalize pricing proposal accordingly. • Collect internal approvals + prepare and share final quotation with the relevant commercial teams within the provided (customer) deadline. • Post-implementation follow-up, including cost and sales price review, price review calculations, contractual incentives follow-up (e.g., bonus agreements, growth incentives etc.). 2. Introduction process – Initiate the proper processes upon award of new business or new product launches, by collecting and sharing the necessary specifications and requirements with the related internal teams (customer service, procurement, manufacturing team etc.). 3. Process improvements – Identify ways to improve internal processes and availability of product / customer / market data, with the aim to increase effectiveness and maintain speed to market.



<p>Requirements</p>	<ul style="list-style-type: none"> • Bachelor's or master's degree (Business & Management, Communications, Finance); • Working experience in a commercial back-office function (customer support or account management activities) and/or project management experience is considered a plus. • Commercial and business-oriented mindset – ability to understand and support in developing commercial and operating models including pricing, supply chain & logistics activities etc. • Good communicating skills and able to build effective working relationships with different internal departments (i.e., commercial teams, procurements, manufacturing team). • Result-focused and action-oriented. • Literacy in MS Office 365 applications (Excel, PowerPoint), knowledge of SAP and/or MS Dynamics is seen as a plus. • Excellent language skills – fluent in English and Dutch/German.
<p>What we offer</p>	<p>Joining deSter means you will become a part of an innovative company with sustainability at heart and colleagues & customers globally. Besides competitive salary and benefits, we also offer hybrid way of working (office/remote) and a team of colleagues that have a passion & enthusiasm for what they do.</p>