



## Job Title

*Commercial Analyst*

## Location and Business Unit

*Nairobi, Bamburi Cement Plc*

## Department

*Finance Department*

## WHO IS BAMBURI CEMENT PLC?

Bamburi Cement is an Industry captain and member of the Holcim Group. As a leading clinker, cement and concrete producer in Eastern Africa, Bamburi Cement is at the forefront of innovative and sustainable building solutions. Our Building for Growth Strategy is based on 4 pillars: Growth, Performance, People and Sustainability. Thanks to our talented team that is passionate about Building Progress for People and the Planet Bamburi Cement is enabling smarter infrastructure and improving living standards in the region. With sustainability at the core of our strategy, we aim to become a net-zero company, with People and Communities at the heart of our success.

## WHO ARE BAMBURI CEMENT PLC PEOPLE?

Our diverse talented teams of people are passionate about finding better ways to build. They embrace innovation and continuous improvement fuelled by a pioneering spirit. They work as trusted partners, creating better solutions and experiences for their customers, communities, colleagues and shareholders.

## THE OPPORTUNITY

The purpose of this role is to support commercial and supply chain function in margin management and price analysis for budgeting and planning purposes.

## ABOUT YOU

The ideal candidate should be a strategic thinker who possesses strong leadership and people management skills, strong analytical, communication and decision-making skills. The role will suit an individual of high integrity who can work effectively with multiple stakeholders.

## YOUR RESPONSIBILITIES

1. Health, Safety and Environment: Ensure Health, Safety and Environment is an integral part of all job duties and is implemented in accordance with Health and Safety standards and advisories.
2. Review and analyze customer contracts to ensure that the commercial terms are as per the approved company pricing structure
3. Review and approval of customer offers in the system.
4. Perform detailed analysis of key performance indicators and undertake review of data & reports to ensure consistency of information e.g input prices, transport rates, costing reports by

product and plant.

5. Support commercial management in computation & timely processing of customer credit notes and returns.
6. Prepare sales & variable Contribution targets for the sales team.
7. Preparation of OTIFIC report used to drive customer excellence and correct lagging aspects impacting customer experience.
8. Propose and systematically analyze leading and lagging key performance indicators.
9. Carry out periodic market visits to assess and report on the effectiveness and efficiency of commercial actions in the market.
10. Preparation of reports to facilitate accurate decision making.

### **YOUR QUALIFICATIONS, EXPERIENCE & SKILLS**

- A degree in either Business, Economics or Statistics with a professional accounting qualification.
- At least 3 years' experience in a finance control environment.
- Sound knowledge of SAP applications.
- Strong analysis and synthesis skills with the ability to highlight key information and risks

### **FURTHER DETAILS**

<b>Date of posting:</b> 21 <sup>st</sup> May 2024	<b>Closing date:</b> 31 <sup>th</sup> May 2024
<b>Location:</b> Nairobi	<b>Reporting to:</b> Commercial & Supply Chain Controller
<b>Employment type:</b> Permanent and Pensionable	<b>Travel:</b> 5%

Please send your Application Letter and detailed Curriculum Vitae containing names of three referees who can provide confidential assessment of your capabilities by **31st May 2024** to [career.applications.bamburi@lafargeholcim.com](mailto:career.applications.bamburi@lafargeholcim.com). Please remember to quote the position on the email subject line.

Bamburi Cement Plc is an equal opportunity employer. Only shortlisted candidates will be contacted.