



The Röchling Group has been shaping industry. Worldwide. For more than 200 years. We transform the lives of people every day with our customized plastics: they reduce the weight of cars, make medication packaging more secure and improve industrial applications. Our workforce of 11,737 people is located in the places where our customers are – in 92 locations in 25 countries.

In the Automotive division, you will shape the mobility of tomorrow. System solutions in the areas of Battery Solutions, Structural Lightweight, Aerodynamics and Propulsion. This means: We protect the environment while also improving the driving experience of millions of vehicles.

In Laives (BZ) we are looking for a:

## Junior Sales Analyst (m/f/x)

### Where we need you

The candidate will join the RFQ (Request for Quotation) department within the SMO (Sales Marketing Organization) area and report to our Specialist Sales Analyst. The role involves operational support in daily activities and reporting related to customer order statuses and turnover.

### Main responsibilities:

- Prepare monthly reports (short report, BSC, One Off Payment, Acquisition Status, Potential List), Hit Rate reports, Customer Highlights, RFQ activity reports, and KPI reports.
- Implement and systematically digitalize reports and interfaces (e.g., Power BI, calculation tools, Sales Database).
- Provide support in preparing data and presentations related to order acquisition for strategy implementation, internal or external client meetings.
- Participate in the organization and documentation of preliminary offer evaluations.
- Support quotation activities and processes when required.

### How to convince us

- Bachelor's degree in economics, statistics, or mathematics.
- Good knowledge of English; knowledge of German is considered a plus.

- Experience in report preparation and analytical processes (1-2 years of work experience or internships).
- Knowledge of the Office suite and Power BI.
- Familiarity with the SAP system.
- Knowledge of Sales data interfaces/databases (e.g., Salesforce).
- Willingness to travel if necessary.

Excellent analytical and synthesis skills, a methodical work approach, attention to detail, good relational skills, and proactivity complete the profile.

### What we offer

- Individualized new-hire training plan, flexible working hours, overtime compensation, working time account, opportunity to work from home, free on-site parking, company canteen, supplementary pension plan, access to the Corporate Benefits web platform and discounts with local businesses
- Opportunity for professional and personal growth in a fast-paced environment with challenging objectives
- Consistent access to both internal and external training programs for personal and organizational development
- Certified as a Famiglia&Lavoro Audit-approved entity by the Autonomous Province of Bolzano
- The opportunity to work within a modern, technologically advanced production plant while experiencing the values of an international family-owned business