

# CLOSED - Commercial Finance Business Partner, Europe

## THE POSITION IS FILLED AND WE DO NOT ACCEPT APPLICATIONS NO LONGER

Location: Greater Copenhagen, Denmark

On behalf of our client, a globally renowned market leader with headquarters in Copenhagen, we are currently seeking an experienced and results-driven Commercial Finance Business Partner, Europe. The successful candidate will anchor the finance Business partner role across Europe, and help ensure that our organization is well-equipped to execute our strategic priorities. With a turnover of DKK 2 billion distributed across numerous production and sales sites in European countries and a workforce of 1,500 people, Europe represents the company's largest region.

### **About the Role**

We are seeking an experienced and commercially driven Commercial Finance Business Partner, Europe to support our strategic ambitions by enhancing financial transparency, optimizing pricing models, and driving revenue assurance. As part of our ongoing transformation, the finance function is evolving into a proactive business partner, enabling data-driven decision-making across the organization.

This role is crucial in strengthening our commercial finance capabilities, ensuring alignment with our ambitious strategic goals, and contributing to the overall success of the European region. You will be a key player in developing pricing strategies, revenue optimization, contract management, and financial analytics, working closely with senior leadership and cross-functional teams.

### **Key Responsibilities**

**Commercial Excellence & Pricing Strategies**, you will develop and implement dynamic pricing models to maximize revenue and market competitiveness. You will drive initiatives to optimize commercial performance and operational efficiency while conducting in-depth market and competitive analysis to inform strategic pricing decisions. Additionally, you will support the sales organization with financial insights to enhance customer profitability and pricing decisions.

**Revenue Assurance & Profitability Analysis**, you will ensure accurate revenue recognition and financial reporting while identifying and mitigating risks related to revenue leakage and profit margins. Conducting detailed profitability assessments will be a key focus, allowing you to highlight high-performing products and markets. You will also analyze cost structures and recommend strategies to enhance overall profitability.

**Negotiation, Contract Management & Risk Mitigation**, you will provide financial insights to strengthen contract negotiations and advise on customer discount and bonus models. Overseeing contract lifecycle management will be essential to ensure compliance and minimize risks. Additionally, you will collaborate with Accounts Receivable to manage credit terms, enforce limits, and address delinquent accounts while implementing robust governance frameworks to protect revenue streams.

**Business Intelligence & Market Analysis**, you will utilize Business Intelligence tools such as PowerBI and Excel to collect and analyze financial data. You will assess market trends and financial performance to guide strategic decision-making and deliver actionable financial insights that support business growth, competitiveness, and innovation.

### **Qualifications & Experience**

- Graduate diploma or Master's degree in Finance, Business, Economics, or a related field.
- Proven experience as a Commercial Finance Business Partner, ideally within a commercial finance function supporting sales, pricing, and revenue strategies.
- Experience in a data-driven commercial finance function that liaises closely with business units and sales organizations.
- Strong understanding of ERP and Business Intelligence platforms (PowerBI, Excel).

### **Skills & Competencies**

- Strong understanding of pricing, revenue optimization, cost control, and financial data analysis.
- Ability to interpret complex financial data and provide strategic insights.
- Knowledge of margin analysis, cost-effective pricing models, and revenue assurance.
- Ability to implement controls and governance frameworks to mitigate financial risk. And experience with contract lifecycle management, financial risk assessment, and credit control.
- Strong ability to translate financial insights into actionable business recommendations.
- Proactive in identifying performance gaps, mitigating risks, and driving business improvements.

We are looking for an extroverted, energetic, and proactive candidate with a strong commercial drive and strategic mindset. The ideal candidate will be results-oriented, highly analytical, and capable of making a tangible impact on the business.

#### **Why Join Us?**

This is a unique opportunity to be part of a transformational finance team that plays a key strategic role in shaping the future of our business. You will work alongside our executives and senior leadership, drive commercial excellence, and contribute to the success of a leading global organization. You will interact closely with our business and visit our different sites and offices. If you are a commercially savvy finance professional looking for your next challenge, we would love to hear from you.

We provide a competitive compensation package, exceptional benefits, and the opportunity to work with a dynamic and expanding organization that values both people and profit, as well as corporate social responsibility.

#### **Contact and application**

For additional information about the position please contact Brian Ranvits from European Search Company on +45 2048 0548.

If you see yourself in the position, please send your application by using the apply button below.