

Senior Expert Digital Salesforce

Job Purpose:

This role is pivotal in shaping how data drives commercial decisions, customer profitability strategies, and sales performance optimization.

Act as key architect of automated reporting ecosystems using Power BI, Power Apps, and Salesforce, and act as a trusted advisor to senior leadership across Sales, CSO and Business Development teams.

Key Responsibilities:

- Architect and lead the automation of enterprise reporting solutions using Power BI, Power Apps, and Salesforce, aligned with strategic business objectives.
- Lead the design, development, and implementation of enterprise-grade reporting solutions for the fuel card business.
- Automate and enhance commercial insights through scalable, intuitive dashboards and analytical applications.
- Ensure reporting platforms are user-friendly, reliable, and meet business needs.
- Deliver high-impact analytics and performance insights to senior leadership, influencing commercial decisions and customer portfolio strategies.
- Drive strategic analysis of customer portfolio profitability, pricing models, and sales performance.
- Provide actionable recommendations and deep analytical insights to inform executive decision-making. Influence commercial strategy through scenario modelling, forecasting, and advanced data analysis.
- Own the end-to-end reporting lifecycle, from requirements gathering to deployment and stakeholder engagement.
- Translate complex business requirements into technical solutions and actionable insights.
- Collaborate with IT and data teams to ensure seamless integration of reporting tools.
- Ensure robust data governance, consistency, and scalability across platforms and business units.
- Champion data governance and quality across all reporting platforms.
- Ensure consistency, reliability, and accuracy of data used in reporting and analytics.
- Act as a thought leader in business intelligence, mentoring teams and promoting a culture of data-driven performance.
- Collaborate cross-functionally with sales, finance, and product teams to align reporting outputs with evolving business needs

Requirements:

- University Education Master – Business, Data Science, Computer Science, Finance, or a related field.
- Professional experience > 7 years
- Proven experience in business intelligence, analytics, or reporting roles, preferably within the commercial or fuel card sector.
- Proven track record in designing and implementing enterprise-level reporting solutions and dashboards (e.g., Power BI, Power Apps).
- Strong analytical skills with experience in profitability analysis, pricing models, and sales performance metrics.
- Demonstrated ability to translate business requirements into technical solutions and actionable insights.
- Expertise in data governance, data quality management, and ensuring consistency across reporting platforms.
- Advanced proficiency in SQL, data modeling, and data visualization tools.

- Excellent communication and stakeholder management skills, with the ability to influence at all organizational levels.
- Experience collaborating with cross-functional teams to align reporting with business goals and KPIs.
- Strong project management skills, with the ability to manage multiple priorities and deliver results in a fast-paced environment.
- Experience with scenario modeling, forecasting, and advanced analytics techniques.
- Ability to mentor and develop junior team members.
- High attention to detail, problem-solving skills, and a continuous improvement mindset.
- Knowledge of commercial strategy and the ability to provide thought leadership in reporting and analytics best practices.
- Familiarity with data privacy regulations and compliance requirements is a plus
- Reliable, independent, committed, flexible, proactive attitude, result and solution oriented

Language Skills:

- Slovak language – fluent C2
- English language – fluent C1
- German – advantage

Salary offer: from 3466.67 EUR/monthly gross

For further information please contact:

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