

Created in 1983, Oney Bank is a subsidiary at 100% of the Auchan Holding, and is implanted today in 11 countries all around the world with more than 2500 employees.

Subsidiary of Oney Italy, Oney Data is a fast-growing, young and international Business Unit composed of data consultants, scientists, BI and IT brought together by our passion for retail, data, technology and innovation. We believe in the value of all kinds data and our mission is to help our clients aggregate and analyse this data in order to get the most of it and optimize their commercial and marketing decisions. To boost the development of the data team we are looking for a:

Senior Retail Data Consultant

Marketing

The position of Retail Data Consultant is responsible for managing existing clients' accounts as well as developing new business relationships both locally and internationally. He /She also responsible to support the Data Business Development.

Client Relationship and Project Management

- Client Relationship current retail and supplier client portfolio both internally and externally to Auchan Retail, regarding the sales of consultancy services linked to data analysis.
- Support Defining the contract and negotiating with customers to meet profitability targets of the assigned projects
- Monitoring existing customers for retention and driving/ proposing new needs related to the purchase of consulting services
- Participating in the definition of the budget for the business plan (new customers, revenue and turnover)

Business Development

- Expanding the scope of consultancy services we currently offer our partners, identifying their possible needs and partnering them in exploring their possibilities of data monetization by getting the most value from the clients' data
- Identify, support and follow our new customers (retailers and industry suppliers), regarding their specific needs about Oney Data services
- Organize meetings with prospective clients through several strategies including internet research, trade show lists, referrals, various professional directories and personal investigation
- Monitor existing customers for retention and driving/ proposing new needs related to the purchase of consulting services
- Liaise with technical team to ensure that all jobs are handled appropriately and with keen attention to detail, resulting in a perfect product

- Consistently follow up with clients to ensure their satisfaction with delivery, quality and customer service

Marketing and Communication

- Promoting a high-level commercial culture, contributing to the development of the network and strategic innovations in Data Business
- Define and manage marketing and communication strategy
- Participate in the definition of the marketing and communication budget
- Research and understand all industries that Oney Data markets to including industry leaders, current events and any other pertinent data
- Support and perform other special projects like social media and branding communication; specific events related to data Business or Data Team.

Personal Skills:

- Autonomy and responsibility
- Pro-activity
- Storytelling
- Negotiation
- Analytical spirit, rigorous and methodic

Studies and experience:

A degree or equivalent qualification, Master's degree in Economics or Marketing management
4/5 years' experience as Marketing Consultant, Brand manager or Category Manager within the retail field or consultancy firm

Prerequisites:

- Good Experience in the Big Data Business with an excellent network in Retail and FMCG Companies
- **Languages:** fluent in French as well as a very good knowledge of English

Specifications:

Work location: Lille (France) or Milano city center (next to the Duomo-Cathedral)

Contract: Permanent

Please send your application to: selezione.personale@oney.it