



You're not just driving
our growth. You're
driving their **growth** too.



2 Senior Solution Architects Trade Promotion or Customer Relationship Management

At Arla, we do so much more than make some of the world's favourite dairy products. We make healthy taste delicious, mornings worth getting up for and family dinners unforgettable. Arla®, Castello® and Lurpak® – brands like these make us a vital, natural part of modern life in over 100 countries around the world

If you are passionate about designing and implementing Trade Promotion Management (TPM) or Customer Relationship Management (CRM) solutions, join Arla Foods in Aarhus, and you will have a world of opportunities.

Arla Foods is launching an exciting IT programme called "Lift Sales & Promotion" (LSP) that will bring us into the future when it comes to managing commercial processes. Utilising the most modern technologies and sharpest analytic tools, we aim to enhance efficiency and thereby significantly improve Arla's bottom line figures.

Trusted advisor to create the target architecture for TPM and CRM processes

We are looking for 2 Senior Solution Architects to build, improve and optimise Arla Foods' IT solutions within Trade Promotion and Customer Relationship Management processes. This means that you will help us achieve our ambitious goals of strengthening the entire commercial business area. To do so, you will act as a trusted advisor for the line of business, Arla IT, the management and our IT vendors.

All in all, you will have a leading role in the definition and execution of the target architecture for our TPM or CRM processes. In all that you do, you have a keen eye for optimising and streamlining our solutions. More specifically, you will participate in projects and:

- Create the target architecture for our TPM or CRM processes
- Secure a global, standardised and scalable architectural design
- Translate business requirements into viable solutions

- Ensure the right quality in the solution design and delivery from our vendors
- Support the Commercial team with understanding of key deliveries

Working with us requires some travelling, and you can expect around 30 yearly days of travel.

IT knowledge of TPM or CRM processes and solutions

You possess a natural interest for complex IT landscapes and understand the metrics driving it and the business behind it all. This is backed by a Master's degree within Sales, Marketing, IT, Business Administration or similar and at least 7 years' in-depth experience with design and implementation of TPM or CRM solutions where the majority has been within SAP TPM/CRM.

Moreover, you have profound understanding of the FMCG market, and you know how to keep a high performance level in a busy environment. Possessing these qualities, you master the discipline of prioritising and delivering business requests in an outsourced IT setup.

You have a general good overview of large-scale IT landscapes and are able to translate large, complex piles of data into user-friendly language. This also calls for good communication skills and an impact that allows you to convince your stakeholders.

Lastly, working with many tasks comes natural to you, and you do it with a good and positive sense, never compromising on quality in your deliveries.

Help improve the everyday life of millions

To us, it's not just about making dairy products. It's about providing the ingredients vital to everyday life. Please apply at our website no later than 5 September. As job interviews will be an ongoing process, please forward your application as soon as possible. For additional information, please call Senior Programme Manager, Steffen Juhl Andersen at +45 9131 6037. Please state in your application where you have seen the advertisement.

