

Recruteur	
Référence	21D1631607616
Titre de l'offre	Responsable O2C (Order-to-cash)
Description de la mission	https://www.linkedin.com/jobs/view/2691976956/

About the job:

Reporting to the Credit Risk Manager, your role is to:

- Optimize collections' performance
 - Partner with Commercial teams and raise awareness risks and credit terms non-compliant with our procedure and systems
 - Proactively alert on bankruptcy risks forecasted on your portfolio
- You will provide a coordinated response issues affecting Global Accounts collection performance: able to work in autonomy and geographically mobile, you relentlessly engage with each Regional Credit Manager, Global Accounts and Customer Care teams, Regional and Agency CFOs, Collection Managers (whether in Shared Service Centers or agencies), to challenge the collection performance and processes affecting it (dispute resolution, Demurrage & Detention, etc.).

ESSENTIAL DUTIES / RESPONSIBILITIES

Collection:

- * Enforce Group's collection best practices and policy with your assigned portfolio
- * Portfolio's DSO and overdue ratio to remain respectively below 30 days and 15%
- * Liaise with Regional Credit Managers, Global Accounts and Customer service teams on Global Accounts' collection matters and ensure delinquent accounts are:
Monitored and reported,
Escalated to Global Accounts, Customer Service and Finance teams, and when appropriate to customer's sponsor
Suspension rules are enforced

- * Perform frequent audit on invoicing quality with key account to identify invoicing quality issues upstream
- * Proactively assist in resolving any issue affecting the overall O2C process which may lead to collection delays, including targeting disputes' root causes
- * Identify and support organizational changes for an efficient collection team (transfer to Collection Centers, Third party collector etc.)

* In coordination with Financial Control, as well as D&D Departments, ensure aging balances' tidiness by following up on write-off and D&D discounts' processes

Credit Management:

- * Review, approve or recommend credit terms according to group's Approval Matrix
- * Ensure yearly review of each credit account or earlier whenever deemed necessary
- * Use judgement and communicate with Sales teams for Credit Terms' alignment across all carriers
- * Review and provide advice contractual terms, including language on:
Payment terms (attention to be put on compliance with our systems)
Lien clauses
Anti-assignment clauses

- * Understand local credit insurance market and risk mitigation opportunities
- * Visit key and/or problematic accounts along with the commercial team

Desired Skills and Experience

- * Minimum 5 years work experience in collection, agency finance or control function
- * Team player and able to take difficult decisions under strong pressure
- * Ability to partner with agencies' GM and CFOs to set collection objectives and limits
- * Extensive knowledge of all aspect of Collections analytics and operations

- * Demonstrate capability to follow legal action with in-house and external legal counsels
- * Autonomous and able to work with overseas stakeholder (Regional teammates, Service Centers etc.)
- * Proactive and comfortable making decisions under high pressure
- * Strong communication skills. Detail oriented and maintains the highest productivity and quality levels

Type de contrat	CDI
Télétravail	Non spécifié
Client	CMA CGM
Description de la société	<p>CMA CGM Group, founded by Jacques R. Saadé, is a leading worldwide shipping & logistics group.</p> <p>Now headed by Rodolphe Saadé, CMA CGM reinvents transport and logistics in order to offer an integrated maritime, port and land service that exceeds its customers' expectations.</p> <p>Present in over 160 countries through 755 offices, 750 warehouses, equipped with a young and diverse fleet of 511 vessels, CMA CGM serves 420 of the world's 521 commercial ports and operates on more than 200 shipping lines. The group currently employs 110,000 people worldwide, including nearly 2,400 in Marseille, in its headquarters in Marseilles.</p>
Localisation	Marseille
Pays	Array
Description du profil	<p>Proven track record on Order-to-cash management</p> <p>Strong track record in streamlining collections</p> <p>Familiar with designing and enforcing processes</p>
Expérience	Confirmé (+ de 10 ans)
Profil	
Secteur	Transport & Logistique