

BUILDING NETWORKS BEING CHALLENGED



POSITION: CMS TECHNICAL ANALYST MANAGER
DEPARTMENT: SALES
LOCATION: VIENTIANE HEAD OFFICE

ROLE OVERVIEW

- The Contract Management System (CMS) Technical Analyst Manager is responsible for leading and enhancing the company's contract management systems, sales data analytics, and technical reporting capabilities to support commercial excellence and operational efficiency across Beer Lao Company.
- The role drives continuous improvement of CMS processes, system integration, and data governance to ensure accurate, timely, and compliant contract execution.
- This position also leads a team of technical analysts and data analysts to strengthen business insights, automate reporting processes, and improve decision-making for Sales and Commercial teams.
- The role plays a key strategic function in supporting digital transformation, data accuracy, and business performance optimization.

WHAT YOU'LL BE DOING

Contract Management System Leadership

- Lead and manage the overall CMS operations, ensuring system stability, accuracy, and compliance with company policies
- Drive continuous improvement and automation of contract processing, approval workflow, and reporting systems
- Ensure accurate management of sales contracts, trade agreements, pricing data, and customer records within the system
- Collaborate with Sales, Finance, IT, and Commercial teams to improve process efficiency and data transparency

Data Analytics & Business Insights

- Lead the development of sales dashboards, KPI reporting, and business analytics to support sales decision-making
- Analyze large-volume sales and contract data to identify trends, risks, and business improvement opportunities
- Ensure data quality, data governance, and reporting consistency across all sales systems
- Provide actionable insights and recommendations to management teams based on data analysis findings



Team Management & Capability Development

- Lead, coach, and develop a team of 3 Data Analysts to strengthen technical and analytical capabilities
- Allocate workload, monitor team performance, and ensure timely delivery of reporting and system support
- Build a high-performance and solution-oriented working culture within the team
- Support cross-functional training on CMS systems, reporting tools, and data interpretation

System Support & Digital Transformation

- Act as key focal point for CMS enhancement projects, system troubleshooting, and technical support
- Work closely with IT and external stakeholders on system upgrades, integration, and process automation initiatives
- Improve reporting efficiency by reducing manual work through digital tools and automation solutions

WHAT WE'RE LOOKING FOR

- Bachelor's degree in Information Technology, Computer Science, Business Analytics, Data Management, Business Administration, or related field
- Master's degree or professional certification in Data Analytics/System Management is an advantage
- Minimum 5–7 years of experience in system management, sales analytics, business intelligence, or contract management systems
- Experience in FMCG, Sales Operations, or Commercial Support environment preferred
- Experience in dashboard development and business intelligence tools (Excel, Power BI, SQL, Tableau, etc.)
- Proven experience in managing large-volume data systems and driving process improvements
- Good technical knowledge in reporting systems, dashboard tools, and data analysis platforms
- Good command of English communication and presentation skills required

OUR GROWTH CULTURE

Semper Ardens

- Always burning, striving for more
- Sets clear and stretch objectives and rigorously tracks delivery
- Seizes opportunities, embraces and drives change

Positive energy and compassion

- Proactively aligns self and team towards agreed priorities
- Actively promotes 'one-team' spirit and collaboration across functions

Consumer Passion

- Anticipates and acts on the needs of consumer/customer/society
- Always have the consumers interest at the heart of all decisions.

Decide fast and deliver with excellence

- Takes and executes decisions with quality and speed
- Plans effectively, sets priorities and puts ideas into practice
- Takes into account details and big picture when solving problems

Empower, support and grow our people

- Involves and inspires others and gives people responsibility
- Listens actively and wins others over to win-win solutions
- Detects and encourages talent and coaches towards company targets

HOW TO APPLY

Submit your updated CV and cover letter (in English) to recruitment@beerlao.la before the application deadline on **13th Aug 2026** For more detail, please contact our recruitment team: Mobile 020 56556272 & 020 57895255

BREWING FOR A BETTER TODAY AND TOMORROW

For us success has always been in the diverse mix of our people, our beers, and our brands. At Lao Brewery, we want to recruit and develop people with a global mindset, cultural understanding, and international experience to ensure that our organization stays agile, inclusive, and prepared for future growth. Only by acknowledging and harvesting from different perspectives and experiences, we will gain competitive advantage and leverage the effect of diversity for business growth. LBC aims to create equal access to opportunity regardless of social identity, and we encourage everyone to apply regardless of gender, nationality, race, religion, or any other characteristics protected by law.

