You will help the team with project management tasks, reports and preparing the different meetings and committees. Drive process and governance improvements to increase efficiency and effectiveness helping building the new programs. Project coordination between HP teams involved on the operational workstreams, leading initiatives. Maintain all the project knowledge center and documentation updated. Communicate clearly to the business and functions the project status, process standards, changes, issues and workarounds.

Skills: Ability to drive the initiatives, follow through project tasks; Ability to design presentations and reports with different tools with the passion to look for insights within the data. You are methodological and well organized. High adaptable within a fast-paced working environment.

As a data scientist, you will join an industry-leading organization and work on developing and implementing analytical models to identify optimal marketing, pricing and sales decisions for our Printing & Personal Systems business. Working in the Pricing Strategy and Analytics team, you will drive advanced pricing analytics and apply your knowledge of statistical modeling and data. Insights from your statistical analyses will be used to develop marketing and pricing guidelines for HP products. You will work closely with Product category, Sales, and Finance to drive profitable growth.

Skills: Proficiency in R and/or Python to merge different data sources. Conduct regression analyses. Ability to design reporting dashboards and knowledge of reporting software (e.g. Tableau, Shiny, etc)

This role is instrumental in various departments and the main objective is to support the business managers in processes, projects and tools related to sales, strategy, planning, operations and services. You will drive the reporting, analytics support for the assigned projects. Be ready to join a local, regional or even a global team, helping with analysis which can impact business decisions.

Skills: Great communications skills, notions of business acumen; advanced level in Office, especially working with PowerPoint and Excel; strong relationship skills. High adaptability within a fast-paced working environment.

The team is responsible of the overall Supply Chain planning for the Supplies business, engaging with all key functions to ensure that business goals and operational goals are achieved, and all strategic programs and initiatives are enabled, while streamlining the operations. You will be responsible for supply and demand matching and response planning, ensuring that your business has a supply plan that enables the market forecast while guaranteeing a proper level of inventory, cost and customer satisfaction.

Skills: Microsoft Office skills (mainly Excel, Power Point), Bachelors or Master’s degree (Business, Economics, Logistics, Supply Chain, Engineering)
You’ll be part of a team from one of our departments with presence in Iberia, contributing to the success of the projects, by partnering with experienced colleagues and also bringing improvements to the processes, solutions and programs.

**Marketing**

Participate in the development of new product analysis, capturing regional needs. Strong understanding on customer needs, differences by segment and specific profiles. Regularly meet with customers or and channel partners during the development process.

You will build communications strategies to bring our messages to the customer, and work developing campaigns, focusing on customer experience.

**Skills:** inspired by big challenges, driven to learn and grow; strong communication and analytical skills; business acumen and marketing fundamentals.

**Finance**

You will provide analysis and reporting that will be used to define the strategic direction and priorities of the business. Possible duties may include evaluation of investment in new and future products, reporting of current financial information, building new financial models, and automate reporting and forecasting processes.

**Skills:** understanding of accounting principles and advanced financial analysis, strong analytical skills (Digital Business Analysis, Digital Design and Data Visualization) and good communication and project management skills.

**Sales**

You will generate Leads and Opportunities through outbound, prospecting into large companies (both cold accounts as well as into new groups). You will collaborate with Country Managers and Field sales teams, develop and manage accurate sales pipeline information, ensuring timely communication of forecast and accurate changes to customer buying plans, while achieving sales management goals. You may present the HP solution at face-to-face or virtual events.

You will work with partners and distributors to expand our business, establish professional client relationship, develop sales strategy, maintain a deep knowledge of the retail industry and trends and act as a trusted advisor to retailers.

**Skills:** additional European language skills needed; great communication and customer engagement skills; solid customer negotiation skills.

**UI / UX**

You will have a well-rounded insight for innovating product design in business applications and ecosystems. You will create UX mockups/prototypes, pitch ideas and designs to stakeholders, work with them and the end user feedback to provide solutions. You will work with technical constraints of complex systems and learn to provide simplified, user-friendly solutions through growth mindset.

**Skills:** Experience working with UX prototyping tools (Axure RP, Invision), understanding of web technologies (HTML, CSS, Javascript), familiarity with modern design methods (Game Concept Theory, design thinking, user-centered designs).