

BMG SOC

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BMG SOC, Matthew Goodman
Tel. +49 89 4111 5532

Category:
Organization

Distribution list:
Heads of BMG Germany
Heads of BMG World
Employees of BMG World

BMG Circular No. 48//2006

Organizational Announcement Sales and Operations Controlling (SOC)

Sales and Operations Controlling (SOC), headed by **Matthew Goodman** is implemented in the Sales BA organization. Matthew Goodman reports directly to Lydia Sommer.

SOC is three fold, taking care of Global Operational tasks, Sales Controlling and Marketing Business Administration. Their heads report to Matthew Goodman.

- **Operations (SOC O):** *Operational Data* (SOC Report, global allocation, sales forecast), *PriTec Office* (global review of country pricing, special pricing issues, price list), *Contract Management* (Sales Contracts), *EOL and Ramp Up* (Global Sales interface) (Department Head: Birgit Knies)
- **Controlling (SOC C):** Management of the annual Sales business planning, Global Account business administration, BA for Global Sales Development, Regional performance analysis, Global incentive scheme, as well as, Accounts receivable management (Department Head: Christa Griesshaber)
- **Marketing BA (SOC M):** all BA tasks for Marketing, Strategy & Communication and for the Lifestyle Design Center (Department Head: Silke Cordes)

sgd. Lydia Sommer

sgd. Matthew Goodman

Attachments: [Organization and Tasks BMG SOC](#)