

**EPPC Albania**, on behalf of its client, one of the world's largest snacks companies operating in FMCG industry, is currently recruiting a **Field Sales Supervisor**.

The candidate hired will be responsible to follow and monitor company strategy implementation and agreed Plan with Distributor at regional level. She/he will ensure achievement of volume, revenue targets, distribution and coverage in the assigned area and ensure perfect store KPIs implementation of the company products in all retail outlets in the assigned area.

## Major responsibilities:

- Delivers set targets for the respective area: SI/SO, distribution, coverage, Perfect Store KPI's;
- Ensures In-store excellence within respective coverage: in both MT and TT stores;
- Ensures that all sales opportunities are fully exploited in Modern and Traditional trade through direct contacts with Distributor, Distributor's Sales force and Store Managers;
- Organizes and implements on time all agreed commitments and activities in the stores, which are part of his/her region;
- Effectively utilizes the company's support services, e.g. promotion material, advertising, etc.;
- Organizes and optimizes the Distributors work in the assigned area. Tracks and measures the performance;
- Monitors and informs Sales Development Manager of any issues on the market and all competitors' activities within the region;
- Be constantly up-to-date with latest company plans, NPD launches and market trends;
- Coordinates with Distributor the efficiency of routes of Distributor's Sales Force Team for regular and systematic call coverage of retail outlets within the region of his/her responsibility.;
- Distribution support: informs Distributor's sales force for new store openings/ new customers, identifies and pursues opportunities to widen distribution, increase and keep shelf placement according to company standards, through Distributor's Sales Force and MDL Sales Executives;
- Monitors and audit Distributors Sales Representatives' performance at retail level.

## Requirements for this position are:

- University Degree. In addition, should understand retail environment and local distribution systems;
- **3+ years FMCG experience;**
- **Language skills: Fluent in English (written and spoken);**
- Communication, presentation and Influencing skills;
- Decision quality, incl. analytical skills, Timely decision making;
- Strong negotiation and communication skills;
- Customer focus oriented;
- No travel restrictions; (Approx. 80 % of time will be travelling)
- **Driving License: Category B.**

## How to apply:

To apply for this opportunity, please send your CV **until 19<sup>th</sup> of October 2018**, mentioning the position that you are applying for, to: [recruitments@eppc.al](mailto:recruitments@eppc.al)

You will be contacted by EPPC only if your CV & support documents will be qualified by our evaluation team.