

Sales Representative (Albania)

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EPPC Albania, on behalf of its client, an **INTERNATIONAL FOOD-PRODUCTS CORPORATION**, is currently recruiting a **Sales Representative (Albania)**.

Job Scope:

Responsible to create, analyze and communicate standardized and custom reports conducting sales and marketing, provide support for decision making and participate to business operational efficiency for internal and business partners.

Essential Responsibilities:

1. Monitors the evolution of fresh category products in the Albanian market;
2. Advice management on the conditions of delivery, payment and other conditions for the distributors, following the implementation of company commercial policy by the distributor sales force.
3. Maintain personal contacts with distributor and assist building profitable volume outlets.
4. Provide feedback on competition activities, price positioning and any other info coming from the Albanian market, relevant for the company.
5. Recommend distribution and promotion plans and coordinate and control execution of these plans with distributor;
6. Control and influence the stock & ordering process in distributor warehouses and identify any opportunity for optimization;
7. Analyzes information from different sources and delivers written analysis, reports, proposals according to business requests;
8. Report periodically on the sales progress and results, analyze developments and make recommendations.

Requirements for this position are:

- University Degree;
- **3+ years of experience in sale; (FMCG preferred)**
- **Fluent in English (MUST);**
- Excellent communication, negotiation, analytical and numerical skills;
- Proficient in Microsoft **Excel, PowerPoint**;
- Ability to work independently and strong professional ethics;
- Result oriented and ability to work under tight deadlines;
- **Driving License(Category B) & ability to travel.**

How to apply:

To apply for this opportunity, please send your CV **until 10th September 2018**, mentioning the position you are applying for, to: tianda.nano@eppc.al

You will be contacted by EPPC, only if your CV will be qualified.