

EPPC Albania, on behalf of its client, a leading company operating in FMCG industry, is currently recruiting a **Sales & Trade Marketing Representative**.

Major responsibilities:

- Responsible for organization of shipment and market coverage, product positioning, price controlling and implementation of promotional activities in all stores;
- Execute Trade Marketing Strategy including merchandising quality controls in stores;
- Develops and maintains cooperation and coordination with distributor team in the framework of determined zone of responsibility;
- Monitors strategy and achievement of sales goals for every own customer, including merchandising quality and market coverage;
- Develops and maintains high quality communication with customers and identifies new potential customers;
- Actively participates in collection of all information on competition (types of ME/POP/Incentives material used, prices, conditions, distribution and positioning).
- Creates sales reports from the field.

Requirements for this position are:

- **2+ years of relevant experience;**
- **Language skills: Fluent in English (must);**
- Communication, presentation and Influencing skills;
- High level of autonomy and empowerment;
- Willingness to develop in Sales area and potential to grow further;
- No travel restrictions;
- **Driving License: Category B.**

How to apply:

To apply for this opportunity, please send your CV **until 4th June 2018** and supporting document, mentioning the position that you are applying for, to: neila.hoxha@eppc.al .

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