

EPPC Kosovo, on behalf of its client, one of the largest companies in the **retail industry** in Kosovo, is recruiting a **B2B Manager**.

Position Description:

Responsible for overseeing the wholesale management and franchise development, this role focuses on maintaining robust market leadership, managing strategic operations, and developing frameworks to enhance merchant and franchisee relationships.

Essential responsibilities:

- Develop and implement comprehensive strategies for achieving the company's departmental objectives.
- Build, maintain, and expand a merchant/franchisee network that solidifies the company's market leadership.
- Manage franchise operations to verify and evolve business relationships with potential franchise partners, and negotiate exclusivity agreement terms.
- Ensure significant company presence across merchant networks by promoting extensive placement of products.
- Enhance visibility and positioning of the company's products within the network.
- Collect and analyze competitive activity reports to inform strategic decision-making.
- Collaborate with the Sales and Marketing departments to refine pricing strategies that maximize wholesale revenue.
- Work closely with Marketing and Sales teams to implement cohesive strategies across the merchant and franchise network.
- Strictly enforce payment policies to optimize the company's cash flow in wholesale operations.
- Lead and develop a team to drive sector success and achieve strategic goals.
- Oversee the execution of sales objectives, ensuring consistency and accuracy in reporting and progress tracking.

Qualifications and competencies required:

- University diploma in Business Administration, Management, or a related field required.
- +5 years of experience in a similar role, ideally within the wholesale, retail, or franchise industry.
- Strong leadership skills with an ability to manage and develop a team.
- Excellent negotiation, organizational, and problem-solving skills; must be adaptable to change.
- Good command of English and Albanian language, written and spoken.
- Computer literacy, good knowledge of MS Office.

Facts and Figures:

Position:	B2B Manager.
Location:	Prishtina.
Salary:	Competitive.
Contract:	According to Labor Law of Kosova.
Deadline:	15.12.2024.

How to apply:

To apply for the position, please send your CV and related documents, specifying the position you are applying for "**B2B Manager**", to the email address:

kosovo@eppc.al

You will be contacted by EPPC Kosovo only if your CV and supporting documents are qualified by our evaluation team.