

**EPPC Kosovo**, on behalf of its client, one of the world's largest snacks companies operating in Fast-moving consumer goods (FMCG) industry, is currently recruiting a **Field Sales Supervisor** for Kosovo.

The candidate hired for the position will be responsible for following and monitoring company strategy implementation and agreed Plan with Distributor at regional level. He/She should ensure achievement of volume, revenue targets, distribution and coverage in the assigned area and ensure perfect store KPI's implementation of the company products in all retail outlets in the assigned area.

## Major responsibilities:

1. Delivers set targets for the respective area: SI/SO, distribution, coverage, Perfect Store KPI's;
2. Ensures in-store excellence within respective coverage: in both MT and TT stores;
3. 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;
4. Organizes and implements on time all agreed commitments and activities in the stores, which are part of his/her region;
5. Effectively utilizes the company's support services, e.g. promotion material, advertising etc.;
6. Organizes and optimizes the Distributors work in the assigned area. Tracks and measures the performance;
7. Monitors and informs Sales Development Manager of any issues on the market and all competitors' activities within the region;
8. Be constantly up-to-date with latest company plans, NPD launches and market trends;
9. 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;
10. Monitors and audit Distributors Sales Representatives' performance at retail level.

## Requirements for this position are:

- University Degree.
- Understanding of **retail environment and local distribution systems**;
- Experience in **FMCG experience more than 3 years**;
- **Language skills: Fluent in English (written and oral)**;
- Strong communication, presentation and negotiation skills;
- Decision quality and ability to persist in the face of difficult business environment;
- Customer focus oriented;
- No travel restrictions; (Approx. 80 % of time will be travelling)
- Driving License: Category B.

## How to apply:

To apply for the position, please send your CV **until 16th August 2018** and supporting document, specifying the position you are applying for "**Field Sales Supervisor**", at the email address:

[kosovo@eppc.al](mailto:kosovo@eppc.al)

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