

EPPC Albania, on behalf of its client, an international company with more than a century of history of producing some of the world's best-loved brands in FMCG industry, is currently recruiting a **Sales Representative**.

Area of Responsibility: Shkoder, Lezhe, Puke.

Major responsibilities:

- Responsible for points of sale, in context of distribution – organization of shipment and market coverage, product positioning, price controlling and implementation of promotional activities in all stores;
- Executes daily merchandising quality controls in stores through store checks, based on which makes recommendations in applications of new materials, innovations and other suggestions for the improvement of customers business;
- 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. Monitors and controls achieved results against targeted goals;
- 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:

- University / Bachelor degree would be considered as an advantage;
- **2+ years of relevant experience;**
- **Language skills: Fluent in English (written and oral); (Must)**
- Communication, presentation and Influencing skills;
- Financial and Analytical Acumen;
- High level of autonomy and empowerment;
- Ability to work with diverse profiles and nationalities;
- Willingness to develop in Sales area and potential to grow further;
- No travel restrictions;
- **Driving License: Category B.**
- **The candidate should be based in Shkoder. (preferred)**
- **The candidate must have his/her own car, that is willing to use for business purposes.**

How to apply:

To apply for this opportunity, please send your CV **until 7 September 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.