

EPPC Albania, on behalf of its client, an international company operating in FMCG industry, is currently recruiting a **Sales Representative**.

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;
- 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;
- Executes daily merchandising quality controls in stores;
- Creates sales reports from the field.

Requirements for this position are:

- **2+ years of relevant experience;**
- **Language skills: Fluent in English (written and oral);**
- Communication, presentation and Influencing skills;
- High level of autonomy and empowerment
- Decision quality, incl. analytical skills, Timely decision making;
- Willingness to develop in Sales area and potential to grow further;
- No travel restrictions;
- Good level of computer skills
- **Valid B drivers license**

How to apply:

To apply for this opportunity, please fill your application **until 15 February 2019** at: <https://aplikim.eppc.al>

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