

EPPC Albania, on behalf of its client, *a multinational food & beverage company*, is currently recruiting a **Field Manager for Albania**.

Essential Responsibilities:

- Close cooperation and daily communication with Distributor to develop a trust based mutually beneficial relationship at the all appropriate points of interaction;
- Develop Distributor specific plans that cover overall strategy, specific goals and tactics for range, merchandising, promotions, pricing, service and distribution;
- Clear volume, Sales KPIs and profit (latter as appropriate) phased goals by brand by Distributor;
- Regular performance analysis followed by aligned action plan;
- One semestral business review with Distributor's Leadership Team and quarterly business reviews with Distributor's Commercial team;
- Work closely with SE Commercial team and support Functions to secure proper time allocation and follow up on Distributor's Strategy/Plan deployment and delivery;
- Develop, present and monitor deployment of Distributor's Sales forecast, Sales KPIs achievement promotional activities and track progress vs planned;
- Support communication and commitment building within field support teams;
- Once per semester review Numeric coverage per Market achieved by the Distributor;
- As appropriate, facilitate multi-functional relationships between the Distributor and the Company to influence key decisions;
- Provide desired level of forecasting for company production planning on monthly level, and ensure weekly follow up on forecast deviations with Commercial team;
- Periodically store visits to validate compliance to Distributor plans.

Requirements for this position are:

- **University degree, preferably in Economics/Business Management;**
- **At least 5 years functional experience;**
- Makes autonomy decisions that influence an effective execution management;
- Ability to work closely and collaboratively with colleagues and cross-functional teams in order to deliver wider business results;
- **Strong knowledge of the market;**
- Strong analytical skills;
- Experience of delivering commercial projects/negotiations;
- **Very good English;**
- Clean Driving License(Category B).

How to apply:

To apply for this opportunity, please send your CV through the following link: <https://aplikim.eppc.al>

You will be contacted by EPPC, only if your CV will be qualified.