

EPPC Albania, on behalf of its client, *a Global Leader in Wine & Spirits*, is currently recruiting a **Head of Field Sales for Albanian market**.

The Head of FS will lead the sales team within the Albanian Market both in On and Off Channels, ensuring consistent, profitable growth in sales revenue through planning, deployment, management and development of his team.

Essential Responsibilities:

- Defines the Off-Trade and On-Trade Channel commercial strategy;
- Contributes to the development of the Brand strategic plan, annual budget and revised budgeting cycle;
- Leads the design of annual commercial plans by chain/customer/area to maximize profitable top line growth and return on the commercial and trade marketing investments;
- Leads and coordinates the execution of the On-Trade and Off-Trade commercial plans, reinforced by agreements with the key customers;
- In cooperation with Marketing is responsible for pricing policy definition as well as responsible for contract negotiation with key Off-Trade customers/chain, Wholesalers, On-Trade;
- Is accountable for P&L and SOM of the channels;
- Leads, develops and support sales team in the negotiation of pricing, promotion and listing with their own customer;
- Leads the analysis on sales trends, investment and results and takes corrective actions.

Requirements for this position are:

- **University degree, preferably in Economics/Business Management;**
- **At least 5 years of sales, marketing or general management experience;**
- Effective communication and team building skills;
- **Ability to influence and persuade others to manage business effectively;**
- **Strong knowledge of the market;**
- Strong analytical skills;
- Experience of delivering commercial projects/negotiations;
- **Very good English;**
- **Effective understanding of budgeting creation and management;**
- 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.