

# HORECA MANAGER

## Skopje

Join our team now as **HoReCa Manager** in our office in Skopje! We are in need for someone with field, sales and marketing experience, detail-oriented approach and high ethical values, while also interpersonal skills are an essential requirement!

### OUR EXPECTATIONS:

- University degree
- 2 years experience in HoReCa channel in a FMCG company will be considered an advantage
- Working experience with a marketing agency would be an advantage
- Proactive and independent mind set
- Effective communication, negotiation, presentation and influencing skills
- Willingness to learn, proactivity & resilience
- Flexible working hours in accordance with market needs
- Fluency in English and advanced Computer user
- Valid driving license B category
- Ability to manage time limits and deadlines

### MAIN TASKS:

- Identify all HoReCa outlets in the territory (existing, nearly opened, newly opened etc.) and upcoming events
- Develop and manage all the classification of all HoReCa outlets
- Develop and implement a HoReCa Channel Marketing Plan in line with the Brand Strategy to enhance sales and opportunities in order to achieve Company targets
- Manage the implementation and distribution plans for product assortment, Point of Purchase materials in line with the HoReCa Investment Strategy
- Develop strategy and implement plans which reflect changes in regulatory environment
- Build and maintain excellent relations with HoReCa owner/managers in the territory, in order to build long term partnerships
- Manage all assigned, materials and equipment in a secure and efficient manner in order to maximize the use of organisation assets
- Maintain accurate records and to submit reports as requested in order to ensure effective communication with management team according to given deadlines
- Acts as a genuine team player, supporting team's decisions and ground rules

### WHAT WE OFFER:

- Long term international career perspective, personal and professional development
- Competitive working conditions including private medical insurance
- Superb working environment with challenging tasks
- Competitive compensation package
- Opportunity to be part of friendly and highly professional team

If you meet the above requirements, please apply through the following link

[HoReCa Manager at British American Tobacco \(bat.com\)](https://bat.com)

no later than **September 23<sup>th</sup>, 2022**

Looking forward to receiving your application!

*\*While we appreciate all the applications, please note that only short-listed candidates will be contacted.*

