

**JOB ANNOUNCEMENT**

Eurolab Internacional Grup, exclusive importer of international Premium Brands, because of expanding its activity is looking to hire:

**“SALES REPRESENTATIVE”**

**Position purpose:** SR is a detail-oriented, thorough, and organized person. In this position, S/He plays a key role in providing excellent customer service and growing company revenue. S/He is the key link between company and its clients thru his qualitative service based on company and market best standards.

PSE reports to his/her line manager.

**Key duties and responsibilities:**

1. **Sales targets.** To achieve the volume of sales according to the plan in the territory / route they cover.
2. **Product presence**. Achieve the presence of mixed products according to KPIs.
3. **Stock management/quality/OOS.** Efficiently manage stock and OOS (out of stock) situations within permitted limits. Maintain product quality and avoid stock expiry through effective stock rotation at POS and stocking according to sales and stocking techniques.
4. **POSM/activities.** Implement the placement of POS (point of sale) materials and programs according to merchandising standards.
5. **Market development:** know very well his/her own area, follow the dynamics of the development of the area and to inform SSV about any market change.
6. **Consumer prices.** Monitor consumer prices on his/her area and notify SSV.
7. **Relationships with customers.** Establish and maintain close and efficient relationships with customers through regular visits and mutually beneficial service delivery based on the Company's Internal Regulations and Code of Conduct.
8. **Company assets.** Maintain, take care and well administer all company assets he/she is using on to perform his/her job.

**Skills and Competencies:**

* Lead Conversation;
* Negotiating skills;
* Effective planner;
* Drive results,
* Execute with excellence
* Active listener;
* Time management

**Qualifications and Requirements**

1. Preferable Bachelor's degree in business, marketing, economics or related field.
2. Minimum 3 years experience in sales FMCG .
3. Understanding of the sales process and dynamics.
4. A commitment to excellent customer service.
5. Good knowledge in Microsoft Office package.
6. Excellent written and verbal communication skills.

You can apply for this opportunity by sending  you cv in English at hr@eurolab.com.al until **22/11/2022** specifying the job title you are applying.

**Only the shortlisted candidates will be contacted for the next phases of recruitment process.**

*\*Note: Your data will be stored and processed only for recruitment purposes, in support of the legislation in force on the protection of personal data, the Law (No. 9887, dated 10.03.2008) on the protection of personal data.*