

**CARE CHANGES
EVERYTHING.**

Beiersdorf

HOME OF



Eucerin

Hansaplast

LA PRAIRIE
SWITZERLAND

CHANTECAILLE

SALES REPRESENTATIVE NORTH GREECE (BASED IN THESSALONIKI)

At Beiersdorf, we want to help people feel good about their skin – and our commitment goes far beyond caring for skin. For 140 years, we have developed innovative skin and body care products for well-known brands such as NIVEA, Eucerin, La Prairie, Hansaplast, and Labello. We act according to our purpose, WE CARE BEYOND SKIN, and take responsibility for our consumers, our employees, the environment and society.

Behind every brand, every product and every accomplishment are our more than 20,000 employees. It is for them that we live a culture of inclusion, respect and trust that is strongly aligned with our values – CARE, COURAGE, SIMPLICITY and TRUST. We embrace diversity by valuing the uniqueness of each individual and being committed to equal opportunities for all.

YOUR TASKS

Promotions, Point-of-Sales

- Is responsible for his/her customers turnover development per store
- Is responsible for ensuring the implementation of his customer annual, medium and long term plan that ensures the delivery of brand, category and customer targets
- Is responsible to maximize visibility in store level according the ideal store principles and guidance
- Is responsible to handle stock levels to his/her customers and prevents Out of Stock in central warehouses & in stores of his area of responsibility
- Is responsible to ensure that adequate distribution of the new products is obtained in time within his/her customers
- Is responsible to handle efficiently his/her “sales rep budget” and negotiate terms and conditions with his customers at POS and follow up
- Is responsible for the implementation of the customer promotion plan which is in line with the objectives within the customer marketing plan
- Ensures the delivery of the agreed objectives within the annual customer plan for product distribution and display at the POS. Maximize the accessibility of Beiersdorf products to the consumer. Align with the customer investment strategy and works with the S&C Marketing Manager to achieve the objective
- Set priorities and identify customer potentials, prepare visits and assure adequate and timely reporting

Customer Relationships

- Builds and maintains efficient business relationship across the customers of responsibility.
- Ensures that all relevant departments are well informed to serve the customer and support the achievement of the objectives

YOUR PROFILE

ADDITIONAL INFORMATION

We embrace Diversity and Inclusion and are committed to providing equal opportunities to all of our applicants – regardless of race, gender, age, religion and beliefs, sexual orientation & gender identity, disability, cultural, ethnic or national origins. We would therefore kindly ask you to include only information and data in your documents which are relevant for the assessment of your application (e.g. curriculum vitae with relevant references and certificates) and encourage you to upload your CV without a picture.

JOB DETAILS

Contract Type: Unlimited / Full-Time
Country / City: Greece / Athens
Company: Beiersdorf Hellas AE
Job ID: 15464

Education

- Bachelor degree
- Master degree, as a plus
- Fluency in English

Skills

- Commercial & strategic thinking
- Customer focused
- Relationship building
- Negotiation skills
- Analytical thinking
- Financial Acumen
- Shopper and Consumer Insights
- Category and Product Knowledge
- Budget Management

Experience

- Minimum of 2 years' experience in Sales (ideally in FMCG)

Personal attributes

- Winning spirit
- Results focus and accountability
- Execution focused
- Collaborative & good communication skills
- Adaptability / Flexibility / Speed