



SALES INTERNSHIP - EUCERIN

YOUR TASKS

CARE FOR SKIN – CARE FOR PEOPLE

For more than 130 years, care for consumers and our people is what has driven us. Every day, our global brand icons, such as NIVEA, Eucerin, and Hansaplast, make more than 500 million consumers in over 200 countries feel good in their skin. Join this world of care and start your career in an environment that offers you the freedom to drive our international business with your entrepreneurial spirit. Shape your professional future from day one and explore our collaborative culture with smart, courageous teams that all share one exciting goal: developing skin care products of the next generation.

To strengthen the Sales Pharmacy Team of Eucerin, we are looking for a dynamic Sales Intern. You will work together with the Pharmacy team in supporting our business in the broadest sense. On a daily basis you support clients, our sales representatives and trainers in their daily work and wide-varied questions. You challenge and aid the Key Account Manager and Sales Manager with reporting and analysis. In the Pharmacy team a lot of projects are rolled-out or ongoing, think of projects related to category management, price analysis or E-Commerce. As a Sales Assistant you can play a to-be-defined part in these projects. Your main responsibilities will include:

Support key account:

- Creation of promotion plan (national and per customer); Creation of promotional documents per customer and follow up of promotional material
- Submit all information on new products to customers and edit visit documents per customers
- Treat mails, calls, demands for material by the customer
- Edit price lists but also make price offers for hospitals and send annual contracts
- Send exchange products, fidelity cards and samples for customers; Send packshots for online customers
- Create and send sample boxes to key accounts and tester boxes

Support Sales representatives:

- Treat questions, emails, and demands
- Order and send free goods
- Maintain and update CRM system (Deduco)
- Create order forms, free goods form, inquiries, assortment lists per customer group; Upload sales books and promo actions;
- Follow-up on free goods deliveries and stock via Salesforce

Reporting and follow-up:

- Desk coaching customer list;
- Follow-up on inquiries SF+, assortment lists, visits and agenda

JOB DETAILS

Contract Type:	Limited, 6 Months / Full-Time
Country / City:	Belgium / Brussels
Company:	SA Beiersdorf NV
Job ID:	15347

Statistics and analysis:

- Follow-up on introduction of new products;
- Gather statistics on promo actions, presales per cycle and sales rep.;
- Analyze sales figures per customer and sales rep.;
- Use IQVIA for analysis in Analysis manager (per IMS region, per brand group, distribution, RX figures).

YOUR PROFILE

What it takes to join us?

- Currently following Bachelor or Master degree in a relevant field (Business Economics, Sales & Marketing, Business Engineering, Commercial Sciences,...);
- Fluent in French or Dutch , excellent working proficiency in English .
- Available for minimum 6 months 5 days per week as from June / July 2024
- Good Excel skills (eg. Pivot tables);
- Organizational skills – taking initiatives - Can-do mentality
- Demonstrates team spirit and willingness to tackle challenges;
- Ability to work with different, demanding stakeholders;
- Analytical & Project Management skills;

Why Beiersdorf?

A great place to work: pure and simple. Besides offering you a challenging internship, you will also receive a competitive salary & fringe benefits:

- 6 holidays (for a 6 months internship)
- Flexible working hours & 2 days of homeworking per week
- 100% reimbursement of public transportation costs
- Many more!

We know that feeling good starts on the inside. That means making people happy, from our consumers to you. Together, we work the magic that turns complex science into easy to-use products: but look beyond the formulas and you'll find a great place to work, combining care, collaboration and pure performance to create brands that are trusted by millions.

We care for your uniqueness. All qualified applications will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity and will not be discriminated against on the basis of disability.