

# HoReCa Manager

We are BAT. A global leader with more than 200 brands in over 200 markets. And we bring together the world's brightest and best minds. That's why we value uniqueness. We are looking for the leaders of our Central Europe Cluster – several markets all bonded by an inspiring strategy and a strong team mindset.

**Join our team now as HoReCa Manager in Skopje, Macedonia.**

## KEY RESPONSIBILITIES:

- 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
- Manage the identification and recommendation of targeted HoReCa outlets for Point Of Purchase Point Of Purchase Materials
- 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 maximise 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.

## REQUIREMENTS:

- University degree, preferably in the Economics or in the Marketing field
- Approximately 2 years experience at territory representative level in a FMCG company
- Proactive and independent mind set
- Effective communication, negotiation, presentation and influencing skills
- Willingness to learn & proactivity & resilience
- Fluent in English and advanced Computer user
- Valid drivers' license

## WHAT WE OFFER:

- Long-term international career perspective, personal and professional development
- Competitive compensation package
- Dynamic and friendly atmosphere



BRING YOUR DIFFERENCE

**WE ARE LOOKING FORWARD TO YOUR APPLICATION AT  
[WWW.BAT-CAREERS.COM](http://WWW.BAT-CAREERS.COM) until 23 June 2019**

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