

Our client **Philips**, one of the largest consumer electronics companies in the world, is looking for a qualified and motivated candidate at the position of:

FIELD SALES REPRESENTATIVE for Small Domestic Appliances (SDA)

Responsibilities:

- Enlarge distribution network
- Develop brand visibility in all points of sales
- Training and motivating shop-floor people
- Updating the potential customers' data base
- Planning own sales budget in terms of customers
- Supporting the organization of special events (i.e. Dealers Day)
- Supporting every level of distribution
- Keeping updated on market research key points, price policies, competitors, etc.
- Regularly visiting existing and potential dealers for updates or presentations on the Philips products and acting as a communication channel between dealers and Philips
- Monitoring the price level on the market
- Product training & merchandising for the shops
- Organizing & following promotions
- Submitting weekly reports to the Lead TSM (Trade & Shopper Marketing Manager)
- Upon approval of the Lead TSM and the Sales Manager, providing Recommended Shelf Price Lists to the dealers
- Taking orders and bringing them from indirect customer to wholesaler
- Supervising the exchange policy (service)
- Increasing number of retail stores, selling SDA

Required competences:

- University graduate, Master degree is an advantage
- 1+ years' experience in sales in a high profile company
- Pro-active, result oriented
- Excellent communicator, comfortable to manage a vast array of external stakeholders
- Fluent in English in addition to local language

Offer:

A path towards your most rewarding career. **Philips** is growing its marketing capability enterprise wide. Succeeding in this market-based role in a complex environment will open many doors for your long term career, in other areas in Philips or otherwise. We also believe that we are at our best as a company when you are at yours as a person. Thus, we offer competitive health benefits, a flexible work schedule and access to local well-being focused activities.

If you are interested and motivated for this position, please send your CV in English language to jobs@esc.com.mk. Application deadline: **07 February 2020**. In the subject line of your e-mail please refer to the job title **Field Sales Representative**. All applications will be proceeded in strict confidentiality. Only short-listed candidates will be contacted for further interviews.