

Philip Morris Tutunski Kombinat Prilep D.O.O. Skopje, Joint Venture Company of Philip Morris International Management SA and Tutunski Kombinat AD Prilep, is currently seeking talented and qualified individuals for the position of:



## Sales Business Developer in Skopje

We are looking for the passionate individuals who yearn for challenges in an international working environment, who will lead our business further through adequate activities & communication with adult consumers on the point of sales.

As Sales Business Developer you will:

- Lead the adequate territory to increase sales and profit;
- Identify consumer journey and address pain points in targeted channels;
- Ensure product availability in designated points of sales;
- Prepare reports on progress of activities, track budget and collect comprehensive information from the field in order to support decision making process;
- Coach & motivate 3<sup>rd</sup> party partners towards the winning organization.

### If you have:

- Minimum High School Degree (preferably University Degree)
- Minimum 1 year experience in Sales (preferably in Retail Business)
- Team Supervisory experience or experience in 3<sup>rd</sup> party management (coordination of external associates)
- Upper-intermediate level of English and fluency in Macedonian language
- Intermediate MS Office skills
- Valid driving license and a clean record for a minimum of 1 year
- Knowledge of the relevant territory as an advantage
- Consumers and brands knowledge as an advantage
- Basic Marketing knowledge as advantage

### Are you looking for:

- Unique development opportunities and professional growth
- International and fast-paced work environment in a constantly evolving industry
- Working hours: Monday to Friday from 9 am to 5 pm (8 hours)
- Minimum Monthly Net Salary 40,780 MKD

### And you:

- Enjoy working in dynamic teams
- Eagerly and openly share with others and communicate in effective way
- Possess self-motivation and ability to deal with ambiguity in a fast-pace environment
- Pursue ideas and innovation that generate new possibilities
- Learn rapidly and draw insights from experience

Apply [HERE](#) for Sales Business Developer position and join our team!  
Application deadline is 30.09.2019.