

ORBICO ALBANIA WAS FOUNDED IN 2010 AND SINCE THEN HAS BECOME A KEY PLAYER IN THE DISTRIBUTION OF BUSINESS. WORKING WITH 20 PRINCIPALS AND MORE THAN 60 BRANDS, ORBICO ALBANIA AIMS AT PROVIDING QUALITY PRODUCTS AND EXCELLENT SERVICE WHILE ASSISTING THE AVERAGE CONSUMERS IN THEIR DAILY NEEDS.

THIS IS A CAREER OPPORTUNITY FOR AMBITIOUS AND DYNAMIC INDIVIDUALS TO BECOME PART OF A LEADING DISTRIBUTION COMPANY

WE HAVE A VACANT POSITION:

TRADE SPECIALIST

Duties and Responsibilities:

- Assists in selling assortments products to key customers.
- Assist in the preparation and analysis of annual sales plans for it's brands and customers
- Continuous monitoring of events at points of sales and, if necessary, merchandising at the point of sale – regular and focused field tour
- Assist in the preparation of annual marketing plans and responsibility for their implementation by customers.
- Assist in planning and implementation of sales and marketing actions at points of sale.
- Participating in the introduction and implementation of brand strategies.
- Monitoring the pricing policy of customers .
- Ensures the preparation of daily / weekly / monthly sales monitoring reports.
- Responsibility for achieving the planned sales and marketing goals of product groups and brands.
- Implementation of the agreed pricing policy

Required skills:

- Good knowledge of cosmetics products, fragrances and skin care products.
- Excellent communications skills and must possess a thirst of knowledge.
- Prior experience in a retail, sales, or cosmetics environment.
- Must be able to build relationships and influence others.
- Good knowledge of English
- Good knowledge of Microsoft Office package.

What we offer:

- Full time employment contract
- Opportunities for professional development
- Attractive compensation package
- Chance to be part of a dynamic growing company
- Motivated team and enjoyable work atmosphere

If you are proactive and have a personal drive for improvement and the right mix of knowledge and competencies, please submit your structured CV and your motivation letter to our mail: rekrutime.al@orbico.com

Only selected candidates will be contacted.

** All applications will be treated with complete confidentiality according to law no. 9887 on "Personal Data Protection" and will be used only for recruitment purposes.*

You are invited to be part of our team, not as a challenge but because you will enjoy to.

We will face challenges together!