

ORBICO GROUP IS A LEADING DISTRIBUTION COMPANY IN EUROPE, PRESENT 24 COUNTRIES.

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 MARKETING MANAGER (FMCG)

Duties and Responsibilities:

- **Prepares the annual plan of trade marketing activities by agreed deadline (definition of qualitative and quantitative goals, chronological plan of activities, cost Estimation).**
- **Prepares reports for Principals on request and as required.**
- **Monitors plans prepared by the Principal to introduce innovations.**
- **Analyses the effectiveness of trade marketing activities.**
- **Conducts research on the target consumer groups and their buying habits.**
- **Prepares toolbox and ammunitions for Sales team to support launches, product penetration, sell-in and sell-out.**
- **Tracks relevant posts on websites and other platforms.**
- **Cooperates with other departments.**
- **Ensures the preparation of reports, records, notes, and other necessary documentation.**

Managerial Responsibilities:

- **Participates actively in companywide Sales and Marketing programs and initiatives.**
- **Takes responsibility for allocating respective resources, ensuring that all services are fully covered all time.**
- **Manages, coaches, motivates, and develops all employees within the respective Business Unit.**
- **Develops and monitors service and operational level agreements and other KPI's and aligns on appropriate actions if figures are not met.**
- **Translates organizational goals into functional and individual actions.**

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, till October 31th.

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!