

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:

KEY ACCOUNT MANAGER

Duties and Responsibilities:

- regularly attending agreed retail stores in the agreed frequencies after routing and under the direction of the supervisor
- finding new customers and contracts on business cooperation, acceptance of the necessary documents and guarantees from new customers
- concern for the successful sale of goods and products distributed by the company in relation to the monthly and annual sales plan
- proposing innovative solutions to improve sales
- handling the shelves and cash registers within the agreed assortment and planograms in the shops, for which she is in charge
- monitoring the conditions of sales contracts with customers for which she is responsible, and their receivables
- co-monitoring the life cycle of products within the brand for all channels of sales
- leads solution development efforts that best address customer needs, while coordinating the involvement of all necessary multifunctional resources
- regularly monitoring sale areas (support for sales field managers and sales representatives)
- monitoring stock levels and coordination between sales, marketing and logistics
- monitoring and analysing customer markets, competition, distribution channels
- monitoring the pricing policies of customers (following the recommended retail prices)
- cooperation in pricing policy development (calculation) and a system of discounts for respective customers
- keeping up to date with market trend and competitor activity
- closely liaising with the marketing team about campaigns
- cooperating with the customer service & logistic coordinator regarding purchasing of goods for special activities and regular orders
- ensures the preparation of monthly reports, records, notes, analyses and other necessary documentation, ensures they are correct and sends them to her supervisor on time

- maintaining order and cleanliness of the workplace and working environment
- performs other work at the behest of the supervisor

Required skills:

- University degree
- Excellent MS Office knowledge
- Good knowledge of English
- Strong work ethic and personal integrity and honesty
- Work experience required – at least 2 years on the same or similar work positions
- Able to work effectively with others
- Taking responsibility, problem solving, well in setting priorities
- Good communications skills
- Driving Licence – B (very active on Driving)

What we offer:

- Full time employment contract
- Opportunities for career growth and 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 specifying the position you are interested for to our e-mail: rekrutime.al@orbico.com

We are looking to fill the position as soon as possible. The closing date for the receipt of applications is 15.10.2022

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!

Apply at: rekrutime.al@orbico.com