

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:

BRAND MANGER (Beauty)

Orbico shpk was established in 2010 and has since become the leading distributor in Albania for a wide range of globally recognized brands, including beauty and skincare products, as well as food and non-food items. As part of the Orbico Group, a leading European distributor operating in 55 countries, we are currently seeking to fill the position of Brand Manager (Beauty). The role objective of Brand Manager is being responsible for the given brands and their development by performing the required marketing activities, tracking and monitoring the required data, and coordinating with the sales team and external marketing Partners.

Duties and Responsibilities:

As part of our dynamic team, the selected candidate will be responsible for the following:

- **Manages, organizes, and coordinates the work of their brands.**
- **Participates in the preparation of annual Sales and Marketing plans for their brand and cares for execution.**
- **Plans, implements and participates in the sales and marketing campaigns of the organization.**
- **Maintains maximum cost-effectiveness of planned sales and marketing activities (ROI calculation).**
- **Prepares appropriate business reports, analyses data and acts upon.**
- **Participates in setting and implementing brand strategies (brand positioning and defining target groups).**
- **Regularly monitors sale areas (support for relevant Sales Managers and Area Managers within field sales).**
- **Monitors and analyses consumer markets, competition and distribution channels.**
- **For social media specific brands orders goods from the suppliers and ensures the optimum stock at agreed classification of items.**
- **Ensures timely preparation and accuracy of monthly reports, records, notes, analyses, and other necessary documentation.**
- **Analyses sales data to update a brand or category portfolio, determines new products and deletes underperforming products.**
- **Writes reports, specifications, and creative briefs.**

- **Develops brand standards and usage guidelines.**
- **Manages external marketing Partners such as advertising agencies, digital marketing firms and production companies.**

Required skills:

- economical, commercial, or other appropriate education
- at least 3 years in the same or similar roles
- developed negotiation and communication skills
- analytical thinking and expression
- self-initiative and focus on results
- developed leadership skills
- marketing skills
- budget-management skills
- motivating and being able to inspire others
- advanced computer skills (MS Office)
- driving license B category
- advanced knowledge of English language

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 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!