

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 Manager (FMCG)

Duties and Responsibilities:

- managing, organizing, and coordinating the work of their brands
- participation in the preparation of annual sales plans for their brand and care for their realization
- participation in the preparation of annual marketing plans in accordance with the instructions of the principal
- monthly tracking of expenses and monitoring the achievement of the plans for their brands
- planning, implementation, and participation in the organization of sales and marketing campaigns
- concern for maximum cost-effectiveness of planned sales and marketing activities (ROI calculation)
- participation in the negotiation and conclusion of contracts with principals
- negotiations with principals for additional resources
- preparation of reports and reporting to respective principal
- participation in setting and implementing brand strategies (brand positioning and defining target groups)
- monitoring the life cycle of products within the brand for all channels of sales
- regularly monitoring sale areas (support for sales field managers and area managers as well)
- monitoring and analysing consumer markets, competition, distribution channels
- monitoring stock level and coordination between sales, marketing and logistics
- ordering goods with the supplier and ensuring optimum stock at agreed classification of items
- ensures the preparation of monthly reports, records, notes, analysis and other necessary documentation, ensures they are correct and sends them to his/hers supervisor on time
- work and tasks carried out in accordance with the rules of the profession and instructions of their superiors
- track consumer and market insights by reviewing metrics such as sales volume, market share, profit projections, pricing and distribution, and by conducting consumer research

- analyse sales data to update a brand or category portfolio, determine new products and delete underperforming products
- write reports, specifications and creative briefs
- develop brand standards and usage guidelines

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 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!