



cutting through complexity

TERRITORY SALES REPRESENTATIVES (TSR/C)

LOCATION: ELBASAN

## Let your passion make a difference in a new job!

Our client is an international consumer goods company with products sold in approximately 180 countries and over 78,000 employees globally. In Albania, it commenced its activities in 2006 and has turned to be an important player on the Albanian market. In view of enhancing organizational capacity our client is looking for pro-active individuals to undertake the position of:

### Territory Sales Representatives (TSR/C)

Your aim would be to achieve and maintain defined performance standards related to availability, volumes as well as brand objectives within the assigned territory through regular and efficient market visit and coverage as well as excellent relations with the trade partners. More specifically, you would be expected to: plan, develop and implement sales activities in the defined territory at the point of sales in accordance with the overall and specific objectives; ensure that retail availability objectives are consistent with overall strategy and help

customers to achieve and maintain optimum stock of products.

The successful candidates for this role would be professionals with university degree (minimum Bachelor's) and minimum 6 months working experience as a merchandiser or sales representative in Fast Moving Consumer Goods Company or other international companies.

Other important requirements would include:

- Thorough understanding of Albanian market
- Ability to work independently in a highly competitive environment
- Sales and negotiation skills and high concern for quality
- Fluency in English – written and spoken
- Strong computer skills, including MS Office (Excel, Power Point)
- Driving license: minimum 2 years with a clean record

**The professionals interested in this position should send a cover letter and a comprehensive CV in English to [peopleandchange@kpmg.al](mailto:peopleandchange@kpmg.al) or to KPMG Albania sh.p.k., “Dëshmorët e Kombit” Blvd., Twin Towers Buildings, Building 1, 13th floor, Tirane 1000 Albania. Please quote reference TSR/C on all correspondence. Closing date for applications is 26th of September 2012. Documents will be treated in strict confidentiality.**

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