



cutting through complexity

TERRITORY SALES REPRESENTATIVE (TSR/C)

LOCATION: TIRANA

## 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 a pro-active individual to undertake the position of **Territory Sales Representative (TSR/C)**.

Your aim would be to achieve and maintain defined performance standards related to availability, visibility, share of space, 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 POS in accordance with the overall and specific sales and marketing objectives; ensure that retail availability objectives are consistent with overall strategy and help customers to achieve and maintain optimum stock of brands; achieve and secure advantageous visibility and share of space through Temporary/ Permanent Point of Sales Materials (T/P) POSM placement. Other major responsibilities shall involve: implementing trade and consumer promotions and incentive schemes in covered outlets according to marketing plans in order to support brand awareness and new product launches; building and maintaining excellent business contacts with the retail customers

and outlet staff within the assigned territory in order to position the company as a preferred business partner and consultant; staying informed on market developments and proactively identifying new business opportunities; developing market and territory reports and analysis.

Other important requirements would include:

- Thorough understanding of Albanian market
- Ability to work independently in a highly competitive environment and to communicate and implement company's brands and corporate image
- 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 28 October 2012. Documents will be treated in strict confidentiality.**

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