



Tobacco Holding Group & British American Tobacco
are currently seeking a candidate for the following roles:

**Trade Marketing Representative
Kosovo market**

Responsibilities:

- Visiting outlets according to route plan
- Sales management
- Payment discipline
- Contract negotiation with Independent & KA customers
- Cycle plan and Trade activities execution for DSS customers
- Implement brand and trade programmes in the outlets;
- Ensure the effective and efficient execution of marketing activities in the territory;
- Ensure the achievement of sales, distribution, availability and visibility objectives for the territory;
- Establish and develop business partnership with customers.

Key position requirements:

- University degree is required but not mandatory;
- Experience in selling to retailers, Wholesalers and Distributors in the Consumer Products industry is preferred
- Basic Excel and MS Office suite
- Driving license and driving experience;
- Knowledge in written and spoken English;
- The right attitude is crucial; successful candidates are: => Good team players
- Adaptive and fast learners
- Resilient to work in a dynamic environment
- Assertive in communication and negotiation style
- Proactive contributors to team results

Interested candidates are invited to submit their CV in English (including copy of all your academic records, diplomas & other certificates) to:

ALMAKO_Recruitment@bat.com
or to the address below no later than **23th of March 2018**

Only the short-listed candidates will be contacted. Discretion is guaranteed.

*British American Tobacco
Lapnasellë, p.n.
Prishtina*



Distribution Representative Kosovo market

Responsibilities:

- Visiting outlets according to route plan
- Sales management
- Payment discipline
- Cycle plan and Trade activities execution for DSS customers
- Implement brand and trade programmes in the outlets;
- Ensure the effective and efficient execution of marketing activities in the territory;
- Ensure the achievement of sales, distribution, availability and visibility objectives for the territory;
- Establish and develop business partnership with clients in outlets.

Key position requirements:

- High school graduations
- Experience in selling to retailers, Wholesalers and Distributors in the Consumer Products industry is preferred
- Basic Excel and MS Office suite
- Driving license and driving experience;
- Basic knowledge in written and spoken English;
- The right attitude is crucial; successful candidates are: => Good team players
- Adaptive and fast learners
- Resilient to work in a dynamic environment
- Assertive in communication and negotiation style
- Proactive contributors to team results

Interested candidates are invited to submit their CV in English (including copy of all your academic records, diplomas & other certificates) to:

ALMAKO_Recruitment@bat.com

or to the address below no later than **15th of March 2018**

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Lapnasellë, p.n.
Prishtina*