

Turkey Jobs Expertini®

Darphin - District Manager

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Company: Darphin Paris

Location: İstanbul

Category: other-general

Do You Want To Be Part of Something Exciting?

At The Estée Lauder Companies you can play a role in our global success!

About The Estée Lauder Companies Inc.

The Estée Lauder Companies is one of the world's leading manufacturers and marketers of quality skin care, makeup, fragrance and hair care products. The company's products are sold in approximately 150 countries and territories under brand names including Estée Lauder, Aramis, Clinique, Lab Series, Origins, Tommy Hilfiger, MAC, La Mer, Bobbi Brown, Donna Karan New York, DKNY, Aveda, Jo Malone London, Bumble and bumble, Michael Kors, Darphin Paris, TOM FORD BEAUTY, Smashbox, Ermenegildo Zegna, AERIN, Le Labo, Editions de Parfums Frédéric Malle, GLAMGLOW, KILIAN PARIS, Too Faced and Dr. Jart+, and the DECIEM family of brands, including The Ordinary and NIOD.

Responsibilities:

- Realizing monthly Sell-in and Sell-out sales targets
- Planning his own weekly pharmacy visits and sales targets
- Achieving new dealer opening targets
- Manage and set targets for the expert team in Turkey, ensuring their alignment with overall brand objectives.

- To ensure that the expert staff who will work with him reflect the Darphin brand image
- Establishing the expert program and sales targets
- Making visual arrangements in the pharmacy
- Realizing full-time sales in the field and advising the dealers
- Organizing the field in coordination with the Marketing department in sell-thru activities
- To convey the presentations prepared by the departments to the dealers.
- To form the training demands and plans of the region in coordination with the training unit, to take part in determining the participants and in the organization
- Performing competitor analysis and taking the necessary action regarding it
- Completing the routines for the pharmacy visit
- Realizing monthly collection targets

Qualifications

- To have a high level of knowledge on Office Programs
- Having done military service
- Having excellent communication skills
- Being open to sharing knowledge and experience, establishing good relationships
- Open to learning
- No obstacle to travel

What We Offer

Our Business of Beauty: Prestige beauty is a dynamic growth industry, and we are at the forefront, leading the way with our diverse portfolio of 25+ exceptional brands.

Our Culture & Values: We are a family company with deep-rooted values and a rich history. We embrace the challenges of leading in the ever-changing beauty landscape as an opportunity to drive our creativity and drive sustainable growth.

Our People: We believe that diverse backgrounds result in greater innovation across our organization. The value we place on cultivating future leaders is at the heart of our talent philosophy. We encourage continuous learning and we harness the strengths of our employees. The global nature of our work across multiple regions and brands, functions and channels provides fertile ground for mobility and career growth.

Our Commitments: We are committed to fostering a culture of respect and being positive influence in everything we do and in every community we serve. Corporate citizenship and sustainability are central to our beliefs — from employee volunteerism and our cause-related campaigns to the creation of high-performing and safe products, all while caring for people and the environment.

We are looking forward to your application!

Şirketimiz whatsapp ve SMS gibi kanallarla asla iş ilanı paylaşmamakta, iş görüşmesi yapmamakta veya kişisel bilgilerinizi paylaşmanızı talep etmemektedir. Şirketimize ait iş ilanlarına başvuruda IBAN, T.C kimlik numarası gibi kişisel bilgileriniz talep edilmemektedir. İş vaadi ile tarafınıza whatsapp vb. kanallarla ulaşıp kişisel bilgilerinizi ve/veya sizden para talep eden kişi ve hesaplara lütfen itibar etmeyiniz.

Bu gibi paylaşımlara maruz kalan ve/veya zarara uğrayan müşterilerimizin ilgili kişi ve hesaplar hakkında savcılığa suç duyurusunda bulunmasını önemle tavsiye ederiz.

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