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Education Executive

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Company: Estée Lauder - Brand

Location: İstanbul

Category: other-general

Education Executive

Description

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.

Position Summary:

Education Executive ensures Customer and brand growth working with Account Coordinators and brands' marketing teams to evaluate needs of customers and their staff, prepares training sessions and refresher classes for team when necessary and executes operational effectiveness.

Conducts training meetings, seminars, and workshops to include: basic training seminars, seasonal consultant training meetings, advanced modules geared to specific needs, on-going counter manager modules, regional conferences, new product and color launches, merchandising guidelines

Schedules local training programs to support affiliate sales strategy and objectives; communicates and follows-up with affiliate Area Sales Managers to maximize all training programs; presents training strategy to regional management

Ensures ordering, allocation, tracking and availability of products gifts, collaterals, samples and equipment, domestically and internationally for training purposes.

Collaborates with Education Manager on the administration and budget in relations to training programs

Plans training schedules

Observes field service performance and regularly give feedback to Account Coordinators.

Maintains travel and expense budget and prepares expense reports

Maintains field training budget and training materials inventory

Establishes and maintains comprehensive information system on all Education materials relating to product knowledge, display concepts, sales techniques, promotion programs, and system/procedural requirements

Plans, executes and facilitates yearly Regional BA seminars

Implements in-house development and production of Training printed materials

Organizes and supervises shipping of training materials, uniforms and other incentives to domestic as well as international destinations

Improves Business Processes

Utilizes training strategy road map to analyze opportunities and suggest specific training strategies

Evaluates Special Events and reports recommendations/issues to regional management

Innovates, brings on Brand changes in the field and in the BAs representing the Brand.

Plans and thinks ahead, to achieve maximum training effectiveness and impact within the budget

Works closely with Marketing managers to plan for a collective and comprehensive strategy for BA Training as well as Field sales staff trainings

Researches and prepares cost comparison and analysis for major travel expenses

Thoroughly adapts and customizes all presentation and education materials for the different audiences.

Works with Brands' International Training Teams to develop any specific programs needed for the affiliate

Evaluates the competition on a training level and reports recommendations/issues to regional management

Motivates and develops consultants: serves as role model in image and professionalism

Monitors and encourages Brand image

Conducts on-the-job education at ~~one~~ ~~one~~ with trainers

Leads and provides vision for the affiliate training activities

Assists Sales staff to design and implement incentive programs when needed

Acts with integrity – honors commitments and behaves consistently

Sets and communicates high workplace operating standards, values and expectations

Clearly communicates priorities and required results

Qualifications

3 years hands-on experience as an Adult Educator (essential).

Retail management experience (minimum of 3 years) (desirable).

Prior experience in similar role within Cosmetic or related service industry (desirable)

The ability to handle a multitude of projects and issues at one time

Excellent team player and interpersonal skills; the ability to interact with all levels within an organization

Organization and an orientation to detail

Self-motivation; High energy level; the ability to work independently

An interest in learning and the ability to integrate information to identify the implications of macro trends for the business.

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!

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Estée Lauder Companies Türkiye

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