

# Turkey Jobs Expertini®

## Key Account Executive, Mion, Consumer Products

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Company: L'Oréal

Location: Umraniye

Category: other-general

The world leader in beauty, present in countries on five continents! Our international brands include L'Oréal Paris, Kiehl's, Vichy, Giorgio Armani Beauty, Garnier, Yves Saint Laurent Beauté, Ralph Lauren, Maybelline New York, Kérastase, Biotherm, Lancôme, NYX PMU, L'Oréal Professionnel, Vichy, La Roche-Posay, Diesel, Cerave, our local brand İpek and more. For more than a century, L'Oréal has devoted itself solely to one business: beauty. We strive to be the st **beauty-tech** company all around the world! **Beauty**s a powerful force that moves us. Our goal is to offer each and every person around the world the best of beauty in terms of quality, efficacy, safety, sincerity and responsibility to satisfy all beauty needs and desires in their infinite diversity. Our ambition for the coming years is to **create the beauty that moves the world!**

If you are ready to take charge of your career and join us on our quest for the next billion consumers, follow us to get the insider scoop on our business, culture, and tips on how to join us to shape the future of beauty. Join our **Consumer Products Division!**

### WHAT YOU'LL DO

Achieve the monthly sales targets

Implement the division and channel strategy. Ensure it execution and tracking down to store level and sell out

Share joint business plan with the accounts and execute them

Implement company priorities % in own field

Make and follow annual agreements of retail customers in accordance with company goals, and ensure efficiency

Plan and implement projects of business developer special opportunities, and in this direction offering different suggestions

Report and provide information of competitors in the field by following them continuously in order to ensure competition

Tracking of reconciliation/open account and payment

Monthly updating JBP (Plan and realize), control forecast accuracy

DO YOU HAVE WHAT IT TAKES

years' university degree

Minimum years of experience gained in FMCG companies

Account Management experience

Advanced level of MS Office Applications

Strong analytical problem solving and negotiation skills

Good communication and presentation ability

Excellent communication skills in English

Driving license (B)- Active, able to travel

WHAT COULD L'ORÉAL OFFER YOU

The ultimate place to win and achieve your career dreams if you take initiative and push the boundaries while helping others shine along the way

Work with some of the biggest brands and experts in the business, and the most passionate people

A diverse environment

Opportunity to be at the center of digital transformation

World class training and development

WEARELOREAL

Take a closer look at our world !

Puedes inscribirte en un máximo de tres ofertas en un período de días.

No puedes retirar tu solicitud una vez enviada, así que asegúrate de elegir la posición que mejor se adapte a tus habilidades y aspiraciones.

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