

# Turkey Jobs Expertini®

## **Sales and Education Executive - Jo Malone London, Le Labo, Kilian & Frederic Malle Travel Retail EMEA (based Istanbul)**

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Company: Estée Lauder Companies

Location: İstanbul

Category: other-general

An exciting opportunity has arisen for a Sales & Education Executive to join Jo Malone London, Le Labo, Kilian & Frederic Malle brand cluster Travel Retail Europe, Middle East & Africa. This role will be responsible for our Travel Retail business in Turkey. The preferred location for the role is Istanbul. The role will report to our Sales and Operations Manager based in France.

The role will be responsible for driving retail sales and the total management of the operations in Turkey for Jo Malone London, Le Labo, Kilian & Frederic Malle brands. This will be achieved through the recruitment, coaching, education, development and motivation of point of sale retail employees and the generic staff.

This is a field-based role with 80% of the time spent in the field. This is a particularly autonomous role requiring the selected candidate to work on their own initiative.

### **Qualifications**

Candidates should have a proven track record in the successful achievement of field sales targets within a luxury retail environment, with experience working in Travel Retail being a distinct benefit. It also requires a strong background in education/training and multi-site people management.

Travel Retail is a fast paced, pressurized, entrepreneurial environment and candidates should have a positive, flexible, self-motivated and committed approach. Excellent communication and leadership skills combined with strong commercial awareness and

business acumen are required. Proficient English language is essential. Travel from home to visit accounts is also expected up to four days a week.

**#ELCTravelRetail**

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