

Turkey Jobs Expertini®

Sales and Education Executive - Tom Ford Beauty & La Mer, 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 Tom Ford Beauty & La Mer, Travel Retail Europe, Middle East & Africa. This role will be responsible for all Travel Retail EMEA brands in Turkey. The preferred location for the role is Istanbul. The role will report to our Area Sales and Operations Manager based in Slovakia.

The role will be responsible for driving retail sales and the total management of the operations in Turkey for the Tom Ford Beauty & La Mer 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.

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