

# Turkey Jobs Expertini®

## Territory & Digital Engagement Executive / Antalya

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Company: Philip Morris International

Location: Turkey

Category: other-general

PMI wants to work with the best talent available. Our diverse workforce of around 73, people speaks more than 80 languages. Our priority is to attract, support, and retain individuals from across the planet – no matter their age, gender, religion, or disability. Our people are our greatest strength, and we're proud of our culture of openness and respect. We believe that this is a big part of what makes PMI such a great place to work. Do you have strong social, organizational and problem-solving skills, are you customer oriented and do you want to work for a Top Employer with international career opportunities? As PMI we aim to improve the digitization of our retailers. Thus, we are looking for Territory & Digital Engagement Executives who will work in Antalya. As a Territory & Digital Engagement Executive, you will be a vital part of our front-line field team. You will be working with retailers in your assigned territory, making both physical and digital visits within the daily route plan. You will be instrumental in achieving business objectives through excellent relationship management, real understanding of our retailers and deriving value from data driven insights & strategies. Read further if you want to learn what the main responsibilities of the role are: Develop & Execute effective territory business plans covering B2B relations with retailers, growth opportunities, competition observations & analysis, use of resources and digital strategies aligned with regional objectives; Review & monitor B2B business flow/process to point out improvement areas and recommend timely action plans; Cascade digital strategies and manage all necessary actions for excellent digital transformation among points of sales. This position can be something for you if you recognize yourself in the below profile. You: \*Located in Antalya or preferably living in Antalya. Hold a university

degree or above Having 2 years of experience in sales preferably in the FMCG sector is a plus. Are a top communicator both in Turkish and English (written and verbal) Love interacting with others and building on long-term relationships Are a great team player, enjoys collaborating with others Are a quick learner and customer oriented Technically savvy, easily adapts to new technologies (Digital or e-commerce knowledge and experiences is a plus) Have a valid and clean B type driving license and active driving skills

At Philip Morris International, employee health and safety are our top priority. For our employees, we have implemented strict processes and precautions to prevent spread of COVID-19 including -but not limited to- providing gloves, masks, and hand sanitizers, temperature checks before entering to facilities and frequent sanitizing of touched surfaces throughout the day. What can we offer you? At Philip Morris Turkey, we are prepared to invest heavily in you and help you build the career you want because TOGETHER WE CAN. A stimulating and challenging job Being part of a progressive sales organization driving digital transformation in FMCG sales Working on a hybrid working model Engaging culture of innovation, learning and people, with many challenges, opportunities and prospects for commercial talent. Opportunities to help you grow in your job and within PMIA An attractive and competitive package One more thing at Philip Morris we see equal pay for equal work between woman and men as the baseline standard for equality. Our good intentions do match our practices as we achieved the Global Equal Salary Certification. Moreover, we invest in creating a diverse workforce & a culture based on personal and career development, both on local as well as international level. How does this sound? If you are interested, go ahead and apply!

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