

# Turkey Jobs Expertini®

## Travel Retail Sales Manager - Türkiye (M/F)

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Company: CHANEL

Location: İstanbul

Category: other-general

As a member of **Chanel Export Department**, reporting to the Area Manager, the general mission of the TR Sales Manager is to ensure strong business partnership, development of sales with the Local Business Partner and to implement the Brand's strategy determined by Chanel Paris in Travel Retail shops. The TR Sales Manager shall frequently visit shops in his/her zone of responsibility, manage and train the Beauty Advisors' team. The TR Sales Manager is responsible of the respect and implementation of the Brand Image in the shops.

### **Main missions**

#### **Business Impact**

- Build and nurture strong business partnership with the Clients' Local Buyers / Store Management Team
- Control & communicate stock level situation of Novelties and Regular Assortment in all doors
- Follow up and analyze Key Business Performance Indicators (Sales, BC performance, Ranking, Shop Trend, etc. depending on the data availability) , make recommendations and flag the risks
- In collaboration with Area Manager/Account Manager define, monitor and achieve Sales Targets

#### **Operational Excellence**

- Regularly visit POS (minimum frequency visits plan settled by the Area Manager) and providing a regular follow up using tools provided by CHANEL
- Guarantee the excellence in POS, implementing and overseeing Brand guidelines and ensure that Visibility is at the top level
- Partner with Paris team for best-in-class execution of Brand Animations and premiumization of permanent POS
- Proactively monitor the competition and airport/shop environment

## Team Management

- Support and engage the Team
- Recruit, onboard, evaluate BC
- Ensure best possible coverage and efficiency of BC in line with active budget proposals with Area Manager
- Partner with Travel Retail Training Manager and Local Training Department to coordinate training plan and conduct the sessions for CHANEL and Generic Staff and promoters
- Create synergies with Local Affiliates & keep regular business exchange

The TRSM will be based in Istanbul and will cover Türkiye.

The TRSM will visit the airports extensively and according to the planning duly validated by the management.

### **Approximately 70% of time should be spent on the field.**

The TRSM should have at least 2 office days per month at the Affiliate's office

The TRSM will attend the Learning events, the conventions, and TRSM meetings.

## Profile

- Ability to work in collaboration with Local Team and Export Team in Paris
- Sales driven, analytical and attentive to the details
- Ability to build efficient business relationships
- Strong knowledge in P&C category
- Strong hands-on organizational skills, problem solver with strong sense of accountability
- Ability to prioritize and manage multiple responsibilities, and propose solutions
- Willing to work on field and develop a team spirit and motivation of Beauty Confidant
- Openminded, willing to learn, transmit and adapt
- Goal setting and planning skills
- Good communicator with excellent interpersonal skills **Fluency in English and Turkish** (French would be a plus)
- Proficient in MS Office, especially Excel & Power Point
- Driving-licence is mandatory

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