

Business Building Executive (m/f)

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Philip Morris International Inc. (PMI) is the leading international tobacco company, with seven of the world's top 15 brands, including the number one cigarette brand worldwide. PMI's products are sold in more than 180 markets. In 2012, the company held an estimated 16.3% share of the total international cigarette market outside of the U.S., or 28.8% excluding the People's Republic of China and the U.S. PMI is an Equal Opportunity Employer. For more information, see www.pmi.com.

Currently we have a career opportunity open in Tuzla for:

Business Building Executive

(m/f)

Your aim would be to achieve and maintain defined performance standards related to availability, volumes as well as brand objectives within the assigned territory through regular and efficient market visit and coverage as well as excellent relations with the trade partners. More specifically, you would be expected to: plan, develop and implement sales activities in the defined territory at the point of sales in accordance with the overall and specific objectives; ensure that retail availability objectives are consistent with overall strategy and help customers to achieve and maintain optimum stock of products.

The successful candidates for this role would be professionals with university degree (minimum Bachelor's) and minimum 6 months working experience as a merchandiser or sales representative in Fast Moving Consumer Goods Company or other international companies.

Other important requirements would include:

- Thorough understanding of market
- Ability to work independently in a highly competitive environment
- Sales and negotiation skills
- Fluency in English - written and spoken
- Strong computer skills, including MS Office (Excel, Power Point)
- Driving license: minimum 2 years with a clean record

Philip Morris BH d.o.o. Sarajevo offers a challenging job in a dynamic and international environment, further training and excellent career development opportunities and a competitive compensation package. Our work environment is fast-paced in a constantly evolving industry bringing new challenges to day to day business. You will join a company that invests in you by individual development and structured management.

The professionals interested in this position should send a cover letter and a comprehensive CV in English to business partner in recruitment services: Posao.ba, Zmaja od Bosne 74, 71000, BH to the following e-mail: konkurs1@posao.ba. Please quote reference BBE on all correspondence. Closing date

for applications is 20th of December 2013. Documents will be treated in strict confidentiality.

Lokacija: Tuzla

Datum objave: 13. Dec 2013.

Datum isteka: 20. Dec 2013.