



## SALES/CUSTOMER BUSINESS DEVELOPMENT SALES REPRESENTATIVE

The Customer Business Development department leads the interface with our customers and develops strategic selling concepts and activities to grow P&G's business and the customers' sales. We work with our customers, whether in stores, retailers, headquarters, influencers or end-users, to align strategies and exchange capabilities, competencies and assets. The common objective is that both companies achieve greater turnover, market share and profitability than they could have achieved separately.

### Your mission

Reporting to your Unit Manager Line, you are the sales representative for each customer team in store. You are fully responsible for developing sales in your sector and manage a portfolio of around **thirty stores** (turnover of about €16 million) and ensure the following **key aspects**: presence of our products, shelving and promotion.

As the person who **deploys customer strategies** in store, you guarantee the smooth running of different customer plans (national/local/product differentiation.)

- You act as a business owner on your own sector  
*E.g.:* You are responsible for analyzing geo-marketing studies, making recommendations and defining local action plans.
- You set up and monitor the launch of innovations.  
*E.g.:* Execution of the launch of new products in collaboration with your merchandisers.
- You build up P&G image with your customers.

After a first successful mission, you will evolve to positions of Key Account Manager or Category Manager.

**Training:** you are integrated in the team with a full training program: you will learn communication and selling skills, the management of a customer portfolio, the analysis and priority settings, trained to specifics P&G trainings.

Your remuneration is as high as your success. With an annual gross fixed wage of 37 050€ over 13 months, your remuneration quickly evolves according to your individual performance. Profit-sharing, participation and mutual insurance are also a part of your advantages.

### Qualifications

- You have a Bac+5 from a Business or Engineering School or University with 2-3 years working experience maximum.
- You have a business mindset and want to get involved in a leading group with a recognized internal promotion policy.
- You speak fluent English.
- You are able to work autonomously towards common sales objectives.
- You have a valid driver's license.

**Primary Location:** France

**Schedule:** Full-time

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