

Orangina Schweppes Belgium

Our specificity and our uniqueness lie on our history, which is based on our strong local roots and brands, while being part of the inspiring Suntory Japanese culture.

Suntory group is a major multinational company in the FMCG market, with a presence in Asia, Europe, America & Oceania. The group has 321 companies and counts 38 013 employees. Our specific 'Yatte Minahare/Go for it' way of thinking is our driving force, boosting our bold ambition to revolutionize drinking!

Our incredible brands: Schweppes, Oasis, Orangina, Gini, Dr Pepper, Canada Dry, Ricqlès & Pulco

Orangina Schweppes is actively looking for a:

NATIONAL FIELD MANAGER (RETAIL)

As a National Field Manager, you will lead a team of sales representatives in order to achieve the sales objectives by developing our brands in the retail channel and increasing our presence in the POS in line with the company sales strategy.

Your responsibilities:

Reporting directly to the Sales Director, your key responsibilities are:

- Lead, train and coach the sales representatives team in order to reach sales KPI's, meet sales targets related to the company project Lead
- Ensure performance, motivation and personal development in their job
- Set and manage the Quarter Field Sales objectives, anticipate and react quickly to trends and market changes
- Define long term strategy of Field Retail & route to market
- Lead & participate to strategic cross functional project(s)
- Maintain a high level of communication and collaboration within the field team and with others departments
- Monitor the department's key performance indicators and prepare periodic sales reports showing volumes, potential sales
- Ensure merchandising management, strategy development, budget and team follow up
- Prepare and manage the Field routine such as Weekly Morning Calls & Monthly Field visits

Profile :

- **Master diploma with 5 to 8 years'** experience in Retail or FMCG
- Result oriented, entrepreneurial and organized
- People management is an important asset
- Excellent communication skills with a good team spirit
- Strategic thinking , ability to think out of the box
- **Trilingual** : Dutch, French and English

Our offer

- An attractive salary package incl. Company Car
- Multiples career opportunities incl. international mobility
- Development programs & coaching (MBTI etc.)

READY FOR A NEW CHALLENGE?

Interested to work for Orangina Schweppes? Please send your resume and a covering letter to **Gatienne DUBOIS**, HR Business Partner at OSB.Recruitment@suntory.com. You want to know more about us, visit our websites: <http://www.oranginaschweppes.be/fr> & <http://www.suntory.com/>