



Orangina Schweppes Belgium

Our specificity lies on our history, on our strong local roots and brands, and on the inspiring Suntory Japanese culture. Our specific 'Yatte Minahare/Go for it' way of thinking is our driving force, boosting our bold ambition to revolutionize drinking! We put our consumers at the heart of everything we do to offer them unique drinks for unique experiences. Our incredible brands: Schweppes, Oasis, Orangina, Gini, Dr Pepper, Canada dry, Riqles, Pulco & MayTea

Orangina Schweppes is actively looking for a:
National Field Manager

You combine working on key business development opportunities and managing the field sales team by developing our brands in the retail channel.

Responsibilities

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

- Participate to the sales strategy and define long term field retail strategy & route to market
- Lead the sales representatives team in collaboration with the existing coaches, in order to meet sales targets ; ensure performance and motivation
- Set and manage the Quarter Field Sales objectives, anticipate and react quickly to trends and market changes; ensure merchandising management and budget follow up
- Monitor the department's key performance indicators and prepare periodic sales reports showing volumes, potential sales
- Maintain a high level of communication and collaboration with all departments and within the field team
- Lead cross functional projects contributing to the company's growth

Job Skills and Attributes

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

Our offer

- An inspiring job in a dynamic and growing company
- An attractive salary package incl. Company Car
- Multiple career opportunities incl. international mobility
- Development programs & coaching

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 OSBRecruitment@suntory.com. You want to know more about us, visit our websites: <http://www.oranginaschweppesbe/fr> & <http://www.suntory.com/>

