Electrolux

Electrolux is a global leader in household appliances and appliances for professional use, selling more than 40 million products to customers in more than 150 markets every year. The company focuses on innovative solutions that are thoughtfully designed, based on extensive consumer insight, to meet the real needs of consumers and professionals. Electrolux products include refrigerators, dishwashers, washing machines, cookers, air-conditioners and small appliances such as vacuum cleaners sold under esteemed brands like Electrolux, AEG, Eureka and Frigidaire. In 2011 Electrolux had sales of SEK 102 billion and 58,000 employees. Due to growing business needs in Adriatic region an exciting opportunity has arisen for the position of

Business Development Manager for Adriatic

THE ROLE: The Business Development Manager will report to the Head of Adriatic Sales and his primary responsibility is to build a 3 years business plan for the countries (Serbia, Montenegro, Macedonia) where there are not a direct sales organization and to develop business relationship with the distributors, dealers and the trade channels for increase the market share of Electrolux group in these countries.

Key operational responsibilities:

- Develop business with the existing network of distributors;
- Identify key dealers and develop stronger working relationship;
- Increase market share in each channels (Kitchen Retail and Electrical Retail);
- Maximize market penetration and coverage of Electrolux brands (Electrolux, Zanussi and AEG);
- Develop marketing programs to support our channel partners;
- Forecasting and budgeting for the area of responsibilities;
- Understand and anticipate the markets trends and distributors needs;
- Ensure transparent and continuous communication with the management and colleagues within the Group;

Candidate Profile:

- Bachelor's degree (Business Administration or Marketing);
- At least 5 years of sales experience;
- Proven sales and/or service experience with distributors or retailers;
- Knowledge in the marketing and sales of consumer durables (household, electronics….);
- Excellent knowledge of pricing management;
- Fluent in English;
- Excellent computer skills.

Please, send your application to our partner Walton International on electrolux@walton1.com

Walton International Search Associates ltd, Bulevar Arsenija Čarnojevića 52a / 17/ VI 11070 Novi Beograd