



## **Join Coffee Island team as:**

### **Network Development Employee**

#### **Location: Patras, Greece**

Coffee Island is a leading coffee organization, which operates successfully in 8 countries with a chain network of more than 500 coffee shops. Being the market leader in Greece and having plans for a continuous expansion, we are looking for a Network Development Employee to join our Network Development team at Coffee Island's headquarters.

#### **Duties and Responsibilities:**

- Investigates domestic and international coffee market, recognizing business opportunities and threats.
- Drafts presentations and analyze company's profile, strategic project planning and its financial model to potential partners.
- Structures and analyzes financial models in order to present them in potential partners and the company's top management.
- Manages and evaluates investment interest, threats and opportunities of each potential cooperation while communicates the company's requirements to the potential investors.
- Negotiates, seeking solid and valuable agreements in the targeted frame and seals new business agreements.
- Evaluates suggested locations from agents real estate.
- Manages projects efficiently and coordinates individual work groups, ensuring the timely and correct projects' completion.
- Stays up to date with current market trends through commercial exhibitions, sessions and any other suggested social and business event.

#### **Experience:**

At least 2 years of work experience, preferably in Network Development / Sales / Commercial sector in business environment

#### **Education:**

University degree, preferably in Business Administration / Economics

#### **Required Knowledge, Skills and Abilities:**

- Excellent command of written and spoken English language
- Very familiar with Microsoft Excel & PowerPoint and comfortable using other technical tools
- Ability to maintain a high level of professionalism and confidentiality
- Self-motivated with initiative and willingness to work in a team environment
- Excellent communication, negotiation and presentation skills
- Able to manage multi-tasking workloads effectively and meet key deadlines
- Availability to travel in Greece and abroad



- Fulfilled military obligations for male candidate

**Benefits:**

- Modern working environment full of challenges
- Continuous training and self - development plan
- Career opportunities
- Lots of benefits and private medical insurance

All applications will be treated with strict confidentiality. Selected candidates will be called for a personal interview.