



Join Coffee Island team as
Network Development employee

Patras, Greece

We are leaders in the coffee sector operating successfully in 8 countries with a chain network of more than 485 coffee shops. We are real explorers and invest heavily in knowledge and innovation, as they are the driving forces behind our success. Our vision is to establish ourselves as international leaders and pioneers in the coffee world.

The Role

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. Through this role, you will be actively involved in an exciting team handling strategic projects.

Role Description

- 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.
- Structures and analyzes financial models in order to present them in potential partners and the company's top management.
- Drafts presentations and analyze company's profile, strategic project planning and its financial model to potential partners.
- Manages projects efficiently and coordinates individual work groups, ensuring the timely and correct projects' completion.
- Evaluates suggested locations from real estate agents.
- Investigates domestic and international coffee market, recognizing business opportunities and threats.

Working 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 and skills

- Very familiar with Microsoft Excel, PowerPoint and comfortable using other technical tools
- Excellent communication, negotiation and presentation skills
- Great copywriting skills (both in Greek & English language)
- Able to manage multi-tasking workloads effectively and meet key deadlines
- Good problem solving skills with result orientation attitude
- Strong relationship building skills and ability to influence internal and external stakeholders
- Ability to maintain a high level of professionalism and confidentiality

What we offer

- Modern working environment full of challenges
- Continuous training and development plan
- Career opportunities
- Private health insurance
- Welcoming and full of challenges working environment

Please send your CV at jobs@coffeeisland.gr , Ref. code «Net_09.22»

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