



## **Join Coffee Island Team**

### **Sales Executive**

**Location: Thessaloniki, Greece**

We are leaders in the coffee sector operating successfully in 8 countries with a chain network of more than 480 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**

As a **Sales Executive**, you will contribute to meeting the sales targets of the organization and act as key consultant to the franchise units, to maximize the network's sales goals.

### **Duties and Responsibilities**

- Manage organizational sales by following a business plan that covers sales, revenue, and expense controls of the franchise units as well as by setting KPI's
- Meet the planned sales goals and prepare sales reports
- Record competition and local market analysis for each Franchise Unit and local environment
- Provide timely and effective solutions aligned with company's principles and franchisee's needs
- Liaise with Marketing and Merchandising departments to ensure brand consistency
- Stay up-to-date with new product launches
- Provide bottom-up feedback to the organization dealing with products and trends
- Cultivate and deepen client relationships and partnerships that add value to both the company and FRCs
- Continually assess our marketing techniques and their efficacy in affecting sales
- Provide timely and effective solutions aligned with franchisee's needs



### **Experience & Education**

- At least two years of experience in sales
- Experience in the FMCG and/or F&B sector will be consider an asset
- Bachelor's degree in Business or Sales or related field

### **Required Knowledge & Skills**

- Very good knowledge of English (verbal and written)
- Proficient in MS Office and excellent knowledge of computer systems
- Advanced negotiation and communication (verbal and written) skills
- Strong relationship building skills and ability to influence internal and external stakeholders
- Ability to maintain a high level of professionalism and confidentiality
- Self-motivated with plenty of initiative, but able to work well in a team environment
- Ability to travel
- Completed military obligations [for male candidates]

### **Benefits**

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

Please send your CV at [jobs@coffeeisland.gr](mailto:jobs@coffeeisland.gr) with Ref. code «SalesSal\_23.05».

All applications will be treated with strict confidentiality. After the screening of the CVs, we will contact the candidates who meet the profile's requirements to arrange an interview.