



**SAME  
CHALLENGE  
DIFFERENT  
ANSWERS**

**SOMETHING  
GLOBAL'S  
BREWING**

# Regional Sales Manager - South

## based in Plovdiv

### Role overview

At Carlsberg we're immensely proud of our portfolio and powerful local brands that create moments that bring people together. But we're always looking to build on and expand, while making sure we sustainably grow together with our customers and bring positive changes to our consumers.

### What you'll be doing:

- With the freedom to make important decisions, you'll be instrumental in the execution of our sales agenda making sure objectives and targets are continually met above expectations.
- Your role will focus on driving the acceleration of our brands portfolio presence in the assigned region while working closely with sales and marketing teams ensuring consistent brands positioning and performance.
- You will be in charge of managing sales performance for assigned region by developing business plans, meeting planned goals, and coordinating with our marketing department on brand strategy.
- You'll also run & oversee the activities and performance of your sales team by tracking sales goals, setting individual sales targets, coach and facilitate your sales people continuous development.
- Monitoring and controlling market portfolio development presents key focus of your responsibilities especially ensuring compliance with overall portfolio execution strategy.
- You will also grow and maintain successful collaboration and partnership with regional distributors aiming to achieve respective sales targets while ensuring they are compliant with negotiated trade terms and continuously adhere to financial framework and obligations.

### What we're looking for

- Ideally a graduate in a business discipline, you'll be someone who's strong sense of integrity, focused on delivering results, often under pressure.
- You'll need a proven track record in multinational, FMCG environment.
- You must be able to communicate effectively in English.
- Dynamic, creative and analytically minded, you'll have strong project & people management skills.

### What you can expect

We work as a team locally and across borders, we align to ensure full transparency, we take accountability for our deliverables, we act with high speed and continuously prioritize. Our work environment is informal and although we work with great dedication and high ambition, we make space for humour and laughter.

- 21+ vacation day, food vouchers, health insurance
- Leisure and beer events to foster our common passion
- Attractive performance-based bonuses
- Refer-a-friend program
- Learning opportunities: support from mentors, formal training programmes, e-learning platform + wide range of internal trainings organized on a regular basis
- Curious and innovative team always striving to outperform current achievements
- A truly purpose-driven company with an ambitious CSR strategy: join us on our journey Together Towards Zero!
- An informal and social work culture with passionate colleagues

### Interested?

For further information about the role please contact Carlsberg Bulgaria Human Resources team. Applications deadline is **August 23th, 2020**. We read applications continuously, and vacancies may be filled sooner than the deadline, so apply as early as possible. We look forward to receive your application.

Apply today!

## Carlsberg Group: Brewing for a better today and tomorrow

*For us success has always been in the diverse mix of our people, our beers and our brands. At Carlsberg, we want to recruit and develop people with a global mindset, cultural understanding, and international experience to ensure that our organization stays agile and prepared for future growth. Only by acknowledging and harvesting from different perspectives and experiences, will we gain competitive advantage and leverage the effect of diversity for business growth. Carlsberg aims to create equal access to opportunity regardless of social identity, and we encourage everyone to apply regardless of gender, nationality, race, religion or any other characteristics protected by law.*