

WE ARE HIRING!

FRED PROFILE:

We...

- ...produce and sell tobacco products in Switzerland and Germany since 2005.
- ...experience double digits growth thanks to premium innovative products distributed in the retail as well as gastronomy networks
- ...keep developing innovative products to be present on new segments offering strong growth perspectives
- ...run our business with a start-up mind-set never satisfied by the status quo
- ...develop internally our communication framework and seek the best partners to execute our off-beat ideas
- ... enjoy a unique positive image in the industry thanks to the people who have helped grow the brand since our start.
-offer unique opportunities to gather valuable skills in one of the most competitive industry

JOB PROFILE:

You will

- ...be area sales representative based in Berlin and develop sales at retail but also wholesales / key account level. Job title to be announced after discussion as this job requires broader skills.
- ...develop sales at retail level selecting appropriate below the line communication supports to maximize brand family presence and placement while monitoring competition activities
- ...seek new key account deals with existing wholesalers but also “out of the box” distribution partners. Initiate and implement bi-monthly B to B marketing campaigns.
- ... benefit from “substantial” distribution budget to achieve increased distribution presence objectives.
- ...participate in the development of IT solutions needed in the complex tobacco legal environment to support direct sales (e.g Track & Trace)
- ... set-up reporting tools on which management strategic decisions could be based
- ...liaise with other sales team members to coordinate strategy, implement best practices and participate in the development / launch of new products
- ... get an attractive financial package as well as motivation scheme based on objectives / achievements.

APPLY at:
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YOUR PROFILE:

You...

- ...have approx. 5 years sales experience in the “fast moving consumer goods” industries
- ... are aware of Berlin retail specificities and can thus quickly focus on the 20% retailers which represent 80% of Fred’s potential
- have a valid driving license and ready to travel for some consecutive days in a row
- ... are accounting litterate and have experience in ERP system such has SAP, MicrosoftDynamics...
- ... are fluent in English with excellent and upbeat communication skills to liaise with external partners and to infuse positive vibes to the team
- ... are willing to perform tasks outside your job description and to participate in Berlin’s peculiar artistic scene on which Fred’s foundations have been built .

FRED