

Vacancy summary

Vacancy location

Merchandiser

GE01488169

Tbilisi

Education : BEP - CAP

Experience : 1 year - 3 years

Industry : Retail / Wholesale

Position : Other function

Mobility : Regional

Contract : Long term

Availability : Full Time

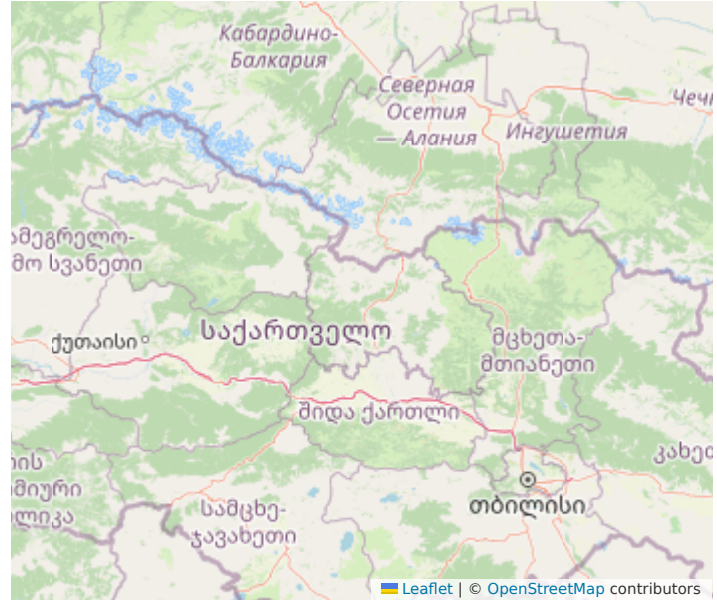
Driver's Licence : Light Vehicle

Languages

English : Intermediate

Russian : Intermediate

Salary : 2 500GEL



Vacancy details

Requirements:

License category B, with driving experience >2 years

Having your own car suitable for performing work duties

Experience of more than 2 years in a merchandiser or sales representative position in the field of marketing and/or sales. Preferably in the FMCG sector, working with retail and/or network clients.

Skills:

- Excellent communication skills

- Leadership skills
- Problem-solving, proposing methods and ways to solve them

Knowledge:

- Negotiation skills (sales funnel, objection handling)
- Marketing (POSM, planogram, promotions, etc.)
- Excel proficiency (basic analysis)
- Proficiency in English as an advantage

Working conditions: 5/2, 10:00-19:00

Responsibilities:

Working with retail outlets.

- Regular store visits according to weekly/monthly routes.
- Building relationships with store personnel and management.
- Placing products on designated shelves as per planogram standards, creating additional selling spaces, continuously seeking opportunities to enhance the representation of products on partner store shelves.
- Continuous training of partner store personnel in collaborative efforts to establish and maintain merchandising standards and the LEGO® brand.
- Collecting feedback on set sales, new releases, and ongoing campaigns.
- Monitoring work results and stock levels across various themes and SKUs.

Working with the brand:

- Creating a positive brand image.
- Promoting product advantages and values to both store employees and customers.

Operational tasks:

- Daily photo reports with feedback on work completed at the point of sale and plans for the next visit.
- Sending daily sales/stock reports.
- Regular (weekly) analysis of sales and representation in the designated territory, followed by development suggestions.
- Monthly review presenting the accomplished work results.

Contacts

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