



## 2015 Philips Korea Recruiting

### 1. Job Title: Key Account Manager (백화점 채널)

### 2. Description

<b>Sector</b>	Personal Health
<b>Job Title</b>	Key Account Manager (백화점 채널)
<b>Korean Title</b>	Daeri - Kwajang
<b>Function</b>	Sales
<b>Location</b>	Seoul, Korea
<b>Role Summary</b>	Lead & Control key account (such as SHINSEGEA, HYUNDAI, LOTTE Department Store) in order to achieve annual business target & improve brand position in Department store channel
<b>Key Areas of Responsibilities</b>	<ul style="list-style-type: none"><li>• Sales Development &amp; Execution<ul style="list-style-type: none"><li>- Set up monthly sales and promotion plan</li><li>- Execute promotion and other sales activities in related fields</li><li>- Input sales order on SAP and Manage AR collection</li><li>- Monthly, Quarterly, Yearly Sales Closing</li></ul></li><li>• Key Account Management<ul style="list-style-type: none"><li>- Strategy &amp; Operation planning (promotion, sales plan)</li><li>- Contract management: Rebate, Logistics fee, Provision etc.)</li><li>- Product management: New Product Listing, Phase in/out etc.</li><li>- Financial management: Profitability, Pricing, PPWF (Pocket Price Waterfall), Rebate, Coop etc.</li><li>- Data management (Collect sell-out date and analysis)</li></ul></li><li>• Stock Management<ul style="list-style-type: none"><li>- Managing consignment stock (Weekly)</li><li>- Stock allocation by account (Daily)</li><li>- Pipeline stock management (Monthly)</li></ul></li><li>• Market Intelligence<ul style="list-style-type: none"><li>- Sell-out gathering and analysis</li><li>- Competitor and market/channel monitoring</li></ul></li></ul>
<b>Qualifications &amp; Requirements</b>	<ul style="list-style-type: none"><li>• Bachelor's degree or above</li><li>• Minimum 4-5 years of sales experience preferably in FMCG or retail industry</li><li>• Proven track record of sales growth achieving given targets</li><li>• Experience of managing multiple stakeholders' interests in a complex environment and multi-layer of people with good interpersonal skill</li><li>• Ability to establish and maintain desirable relationship with customers and business partners while being always in compliance with Philips business ethics</li><li>• Good written and verbal English skill</li></ul>