



2015 Philips Korea Recruiting

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

2. Description

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